Board of Trade Journal

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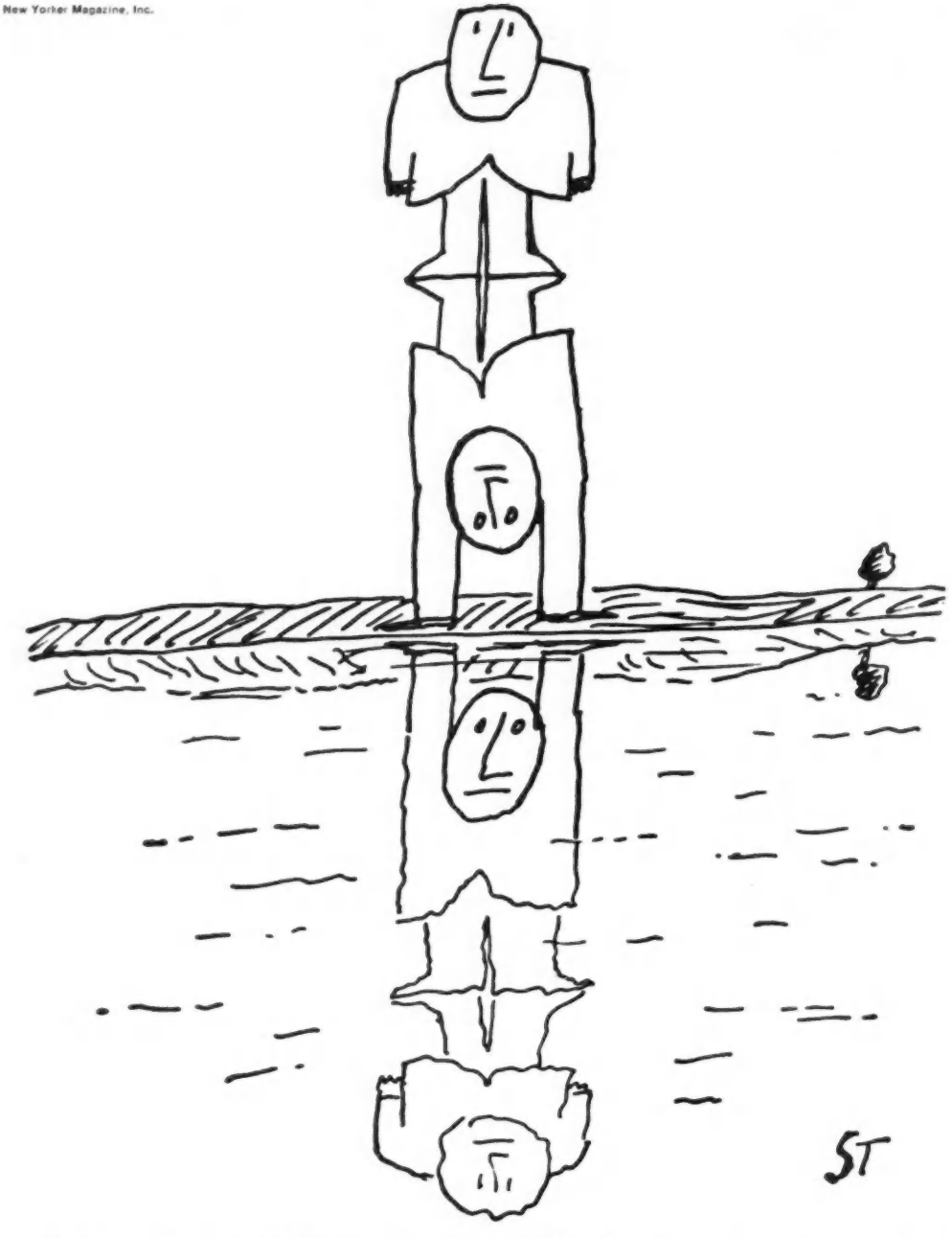

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Front cover photograph

A batch of gear wheels for time switch clock mechanisms being unloaded after processing at the New Malden factory of Venner Limited. This machine, designed and built at the Venner Works, automatically carries out all the countersinking, spline punching and boring operations on gear wheels at the rate of 300 an hour.

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TRADING WITH THE ARAB WORLD (1)

Saudi Arabia—a market worth cultivating

BY D. A HAMLEY, FIRST SECRETARY (COMMERCIAL), BRITISH EMBASSY, JEDDA

British exports to the Middle East have increased considerably in recent years, from £185.2 million in 1953 to £293 million in 1963. Last year, moreover, the increase was at the rate of 15 per cent compared with the previous year, against an increase of 7.5 per cent in Britain's global exports. Nevertheless, our share of the imports of these countries—currently approximately one-fifth—has been declining, in the face of intense competition from both sides of the Iron Curtain.

The Council for Middle East trade, established with the encouragement and support of H.M. Government in January, 1963, has been actively engaged in investigations into prospects in a number of markets, and a Mission sponsored by the Council is currently visiting Syria and Iran as part of a programme of visits to all major markets in the Middle East.

It is hoped that the series of articles now commencing in the *Board of Trade Journal* on 'Trading with the Arab World' will encourage businessmen to take an even greater interest in trade with these countries, for although, as will be shown, the opportunities for expansion vary from country to country, the Middle East as a whole represents a secure and expanding market for British goods.

The visit which the Saudi Arabian Minister of Commerce and Industry is at present making to this country should serve to emphasise the closer relations which have developed recently between the two countries, and the good prospects for British trade in a wealthy market which will buy manufactured goods in increasing quantities.

H. E. Abid Mohammed Salih Shaikh (third left), Minister of Commerce and Industry and leader of the official mission from Saudi Arabia, with his mission when they called on the London Chamber of Commerce. From left to right: Mr. Said Adam, Secretary-General, Supreme Planning Board; Mr. Maurice Kewley, chairman of the Middle East Section of the London Chamber of Commerce; H. E. Abid Mohammed Salih Shaikh; Mr. Mohammed Abdullah Taibah, Director-General of Industrial Affairs, Ministry of Commerce; Mr. Fahd Dughaitir, Director-General of Statistics, Ministry of Finance; and Mr. K. Thompson, deputy chairman, Middle East Section, London Chamber of Commerce.

No OTHER £100 million-a-year export market can be as little known to most British exporters as Saudi Arabia. This is hardly surprising. Although it is the cradle of the once-mighty Arab empire and the heartland of Islam, this country's comparative remoteness has over the centuries tended to insulate it against the influences that have so profoundly affected most of the Arab world. Comparatively few foreigners, apart from Muslim pilgrims who in any case seldom venture beyond the holy places of the Hejaz in western Saudi Arabia, have come here. The great vessels plying the main shipping route from Suez to Aden do not stop at Jedda. Articles, books and films about the country are rare. And yet Saudi Arabia, which currently imports around £110 million worth of goods a year, of which only 8 per cent or so comes from Britain could become one of our biggest customers in this part of the world.

Saudi Arabia occupies about four-fifths of the massive peninsula between the Red Sea and the Persian Gulf. It is about nine times the size of the United Kingdom, or about as big as India. The results of a recent census are now awaited, but the total population is likely to be much smaller than most of the very exaggerated estimates which are current. The country as a political unit dates from the mid-twenties, when King Abdul Aziz ibn Saud, the father of the present King, conquered the Hejaz, thus completing a process begun in Riyadh more than twenty years before. There is no formal constitution and the legal system is still based almost entirely on the Sharia law administered through the religious courts. Before oil was discovered on the Persian Gulf side of the country in the late thirties, Saudi Arabia was known chiefly for the great centres of Muslim pilgrimage in the Hejaz, and its economy depended largely upon the foreign exchange brought in by the thousands of pilgrims who flocked to the holy places each year.

Then came oil, which began to be produced in significant quantities in 1945. In that year, eight million tons were exported. By 1962, annual production had risen to 85 million tons, or some 6.5 per cent of the total production of the free world. Production together with the revenues it brings to the Saudi Government, is still rising steadily. The country's budget for the current financial year, for which some 86 per cent of the revenue is from oil, totals some £227 million.

A significant proportion of Government expenditure is allocated to economic development projects. Among the major items of expenditure are: a 40,000 line telephone modernization scheme; one of the largest programmes of new road construction in the world, involving some 4,800 kilometres of new highways, plus a comparable total mileage of unmetalled desert roads; new port and airfield construction; municipal improvements covering municipality buildings, drains and sewage disposal, and new thoroughfares; agricultural development and the improvement of water supplies for town and country; a small rolling mill and oil refinery; provision of new hospitals and schools.

Oil (and in this reckoning the very considerable local expenditures of the oil companies operating in this territory should not be overlooked) is therefore the basis of the Saudi economy; and the

level of business activity thus depends almost entirely upon the rate at which it is fed by Government expenditures. In earlier days these rose rapidly, too rapidly, to a high level, and produced a boom. But the increase in spending had not been matched by a corresponding rise in oil revenues, which had tended to flatten out by the mid-fifties, and by 1958 the government was in debt to the extent of a year's oil income at the then rate. The Saudi government thereupon made a determined effort to set things right by revaluing the currency and cutting back its expenditures very sharply. This stabilization programme was highly successful and by the end of 1962 had put the Government accounts on a firm footing once more, opening the way for more controlled economic expansion. The Saudi currency is now one of the most firmly based in the world, being fully backed by gold and foreign exchange. There are no currency restrictions here, and virtually no import or quota licensing.

The Saudi market is therefore wide open to all comers. What opportunities does it offer to British exporters? These are already considerable and should become steadily more promising as the country's present programme of economic development gathers momentum. Most of the more important projects in the programme are still at the study stage, and will not begin to produce business for many suppliers of equipment and services for some little time yet. For example, consultants are now preparing route studies and specifications for the sections of highway to which they have been assigned, and are scheduled to be ready to call for bids from contractors in a few months from now. Consultants have not as yet been appointed for such important projects as the recently announced construction of drains and sewers in several of the largest cities of the country. It is, however, the Government's intention to move forward with these and other schemes. The next few years should therefore see the Saudi market, both for capital and consumer goods, expanding well and offering excellent new opportunities in most fields – from paint to airliners, and from contracting services to radio sets.

Athough the Saudi market is one of the most promising in the Middle East, it is in some ways also one of the most difficult. One of the most obvious snags is the size of territory (some 830,000 square miles). There are, moreover, three main centres of commercial interest, not one: Riyadh, the capital, where all government departments (except the Ministry of Foreign Affairs) have their headquarters: Jedda, the main commercial centre, over 600 miles to the west, where the Ministry of Foreign Affairs and all Embassies are located; and the towns of the Eastern Province, around the oilfields on the Persian Gulf, almost 300 miles east of Riyadh. Adequate commercial representation in all three is essential for proper coverage of the market as a whole. Communications between them are not very easy. There is no road in the accepted sense from Jedda to Riyadh and the remoteness of the one from the other makes it difficult to maintain close contact. As the Saudis are themselves well aware, one of their biggest problems is a shortage of experts and technicians in both the public and private sectors. Progress on economic development schemes therefore tends to be uneven, and the day to day problems of doing business here can be difficult. Religious conservatism is still strong, numbering among other things prohibition and no cinemas, and total susceptibilities must be observed. But there have been many changes recently and in some ways Saudi Arabia is changing faster than almost any other country in the world. Moreover, the traditional system of Arabic time, based on the local time of sunset, is still predominant, except perhaps in the Eastern Province which can be confusing for visitors while the Muslim lunar calendar is still in general use, even for trade statistics and government accounts (it is now approaching the end of the year 1383).

British goods must be cheaper

For consumer goods, price is the main consideration in Saudi Arabia. British goods are for the most part conspicuous by their absence from the markets of Jedda and Riyadh. One is told the same story everywhere; the corresponding British product is too expensive, even if only by a few pence. This makes the difference and accounts for the profusion of the cheaper Far Eastern consumer items. Nevertheless, if British manufacturers can make their prices competitive there is a good chance of obtaining a foothold in this valuable market.

The range of opportunities here for British exporters, present

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The Anglo-Soviet five-year trade agreement was formally renewed in London on April 23 with the signing of a protocol by Mr. Edward Heath (right), Secretary of State for Industry, Trade and Regional Development and Mr. N. S. Patolichev (left), Soviet Minister of Foreign Trade. Mr. R. A. Butler (centre), Foreign Secretary, was also present at the ceremony, which took place at the Foreign Office.

and future, is great but not of course unlimited. Apart from the production of crude oil in large quantities there is at present very little industrial activity in the country (although in the long term the scale of this seems likely to increase); and there can hardly be much scope for sales of such products as machine tools. And the difficulty of introducing British goods must not be underrated. The absence of diplomatic relations from November 1956 to January 1963 made it difficult, although not impossible, to get a Saudi visa and most British businessmen visiting the Middle East omitted Saudi Arabia. This lack of contact has lost us some ground. In particular, our competitors have in many cases already snapped up the best agents; and really active commercial representatives are hard to find.

Much genuine goodwill

The United States has in recent years been Saudi Arabia's main supplier, accounting for around 20 per cent of all Saudi imports. Britain and her closest rivals, Germany and Japan, have been a long way behind, with about 6 to 8 per cent each. There seems to be no over-riding reason why we cannot do something about this. As the Council for Middle East Trade Mission discovered last December, there is much genuine goodwill towards British manufacturers, and their reputation for straight dealing stands high. The visiting British businessman feels welcome here. Merchants and government officials alike show keen interest in the goods and services that Britain has to offer. On the other hand it is difficult to get to know the market, let alone break into it, without coming here, and it is difficult to accomplish much in a short time. For Britain to become a much more important supplier to this country than she is now will take time, headaches and money. We have much leeway to make up. But the effort is well worth the making.

The Saudi Arabian Minister of Commerce, started an official visit to Britain on May 6, as the guest of Her Majesty's Government. He is accompanied by the Director of Industry, the Secretary of the Supreme Planning Board, and the Director of Statistics. Besides visiting the Houses of Parliament, the City of London, and Birmingham and Manchester and industry in those areas, they are being entertained by Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, by the Council for Middle East Trade, and by the British Bank of the Middle East.

Build up of trade with Saudi Arabia

—Mr. Edward Heath

SPEAKING at a luncheon in London on May 11 in honour of the Saudi Arabian Minister of Commerce and Industry, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, said that the present occasion marked sixteen months of steadily increasing activity on both sides to strengthen the links between our two countries. Of special significance in building up trade relations between Saudi Arabia and the United Kingdom was the recent successful British trade mission to Saudi Arabia.

The Secretary of State said that though Britain had no stake in the oil industry in Saudi Arabia, Britain nevertheless imported oil from Saudi Arabia to the value of £13 million in 1963. This exceeded the value of our exports to Saudi Arabia, which amounted to £9·6 million in 1963. This trade was growing swiftly as more and more businessmen in both countries realized the advantages of trading with each other. It was also pleasing to note that British exports had increased in the last three years (from £6·7 million to £9·6 million), and particularly in the first three months of this year (to £3·6 million).

The COMET mission, the British Embassy, and British official who have visited Saudi Arabia in the last year, have all told us of your Government's ambitious development projects in the fields of communications, social services and industry', added the Secretary of State. 'We in this country shall be very happy to make available to you any assistance you may need in the form of capital goods, constructional work, consultancy services, technical assistance and training facilities. On our side I should like to see more British firms showing an interest in trade between our two countries. Some of them may consider that there are greater difficulties in trading with Saudi Arabia and the Middle East than with parts of the world nearer home.

'I would say to them: consider the facts carefully. Here is a vast country with immense resources and potentialities. Saudi Arabia is developing rapidly. Increasing quantities of oil will be produced and more and more capital equipment and other goods will be required. The trade figures already show a rising curve of British exports to Saudi Arabia. There are few other countries where the prospects are equally good. Now is the time to join in,' he said.

Mr. Heath plans another visit to the North-east

MR. EDWARD HEATH, Secretary of State for Industry, Trade and Regional Development, plans to visit the North-east on May 14 and 15 as follows:

May 14: Officially open Wellbar House, the building in Newcastle-on-Tyne foreshadowed in the White Paper on the North-east as the centralized headquarter for the regional offices of all Government Departments having an an interest in the development of the area.

May 15: Open the conference on Investment in Innovation being held by the Department of Scientific and Industrial Research at Durham under the aegis of the North East Development Group; and pay a brief visit to the Hartlepools.

During his visit the Secretary of State will open factories at Aycliffe and Peterlee and inaugurate another at Seaton Delaval.

This will be the Secretary of State's third visit to the Region, the previous occasions were October 31 and November 1, 1963, and January 9-11 this year.

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Preparing for the Kennedy round of trade negotiations

THE FOLLOWING statement was adopted by the GATT Trade Negotiations Committee which met at ministerial level in Geneva on May 4 to 6 to review the progress of preparations during the last year and to agree on the basis for future work.

Tariffs

'The Trade Negotiations Committee in opening the trade negotiations, notes that:

(i) The rate of 50 per cent has been agreed as a working hypothesis for the determination of the general rate of linear reduction provided for in paragraph 4 of the Resolution of May 21, 1963;

(ii) the ultimate agreement on tariff reductions in accordance with the application of this hypothesis is linked with the solution of other problems arising in the negotiations, for example, tariff disparities, agricultural problems, exceptions and non-tariff problems, and, in general, with the achievement of reciprocity;

(iii) it is the intention of the participants to co-operate to solve these problems.

'The Trade Negotiations Committee decides that exceptions lists will be tabled on the basis of the hypothesis of a 50 per cent linear reduction.

'It is recognized that nothing in the negotiating rules would preclude any participant from making a larger reduction in, or completely eliminating, duties on particular products.

'The Trade Negotiations Committee notes the progress made towards solving the problems relating to the question of disparities.

'The Trade Negotiations Committee recalls that it was agreed, on May 21, 1963, that there should be a bare minimum of exceptions which should be subject to confrontation and justification.

'It decides that the method to be followed for such confrontation and justification shall be elaborated as rapidly as possible and that the study of that method shall be undertaken immediately. The method shall take account of the need to safeguard the confidential nature of the negotiations.

'It decides also that exceptions lists shall be tabled on September 10, 1964, such exceptions to be necessitated only by reasons of overriding national interest.(1)

Agriculture

'The Committee, while reaffirming that the trade negotiations shall provide for acceptable conditions of access to world markets for agricultural products in furtherance of a significant development and expansion of world trade in such products, notes that it has not yet been possible to formulate agreed rules to govern, and methods to be employed in, the negotiations. In view of the importance of this subject to the success of the negotiations, the necessary rules and procedures shall be established at an early date.

'The Committee notes that negotiations have been initiated with a view to the formulation of general arrangements on certain products. The negotiations have so far related to cereals and meat, and preparations have been made for the early initiation of such negotiations on dairy products.'

Non-tariff barriers

'The Committee recalls that the trade negotiations must relate not only to tariffs but also to non-tariff barriers.

'It notes that many participants have already indicated the measures on which they wish to negotiate, and that others will shortly do so. In view of the importance for the full success of the negotiations of solving these problems, the Trade Negotiations Committee shall, at an early date, draw up the necessary procedures.'

Participation of less-developed countries

The Committee reaffirms that in the trade negotiations every effort shall be made to reduce barriers to exports of less-developed countries and agrees that this consideration should be borne particularly in mind in the approach to the question of exceptions.

'The Committee notes with satisfaction that all participants are prepared to consider the possibility of taking such steps as are open to them to make cuts deeper than 50 per cent in, or to eliminate completely, duties on products of special interest to less-developed countries.

'The Committee also notes with satisfaction the intention to entrust to a special body the task of examining and calling attention to any problems arising in the negotiations which are of special interest to the less-developed countries and of acting as a focal point for bringing together all issues of interest to these countries. The Committee agrees that it will pursue further the question of trade in tropical products with a view to working out procedures and arrangements for their treatment in the trade negotiations.

'The Committee recalls the decision of the Ministers that developed countries cannot expect to receive reciprocity from the less-developed countries. It agrees that the contribution of the less-developed countries to the overall objective of trade liberalization should be considered in the light of the development and trade needs of these countries.(2)

The problem of countries with a very low average level of tariffs or a special economic or trade structure.

(a) *Countries with a very low average level of tariffs*

'The Committee notes that the countries concerned reserve the right to submit proposals in this connection at a later date.'

(b) *Countries with a special economic or trade structure*

'The Committee agrees that Canada falls in the category of countries with a special economic or trade structure such that equal linear tariff reductions may not provide an adequate balance of advantages.

'The Committee further agrees that Australia, New Zealand and South Africa are countries which have a very large dependence on exports of agricultural and other primary products and therefore, by virtue of the understanding reached at the Ministerial Meeting in May 1963, also fall in the category of countries referred to above.

'The Committee reaffirms that the objective in the case of all these countries should be the negotiation of a balance of advantages based on trade concessions by them of equivalent value.

'The Committee notes that appropriate procedures in pursuance of this objective have been agreed.

'The Committee notes with satisfaction that Greece and Portugal have indicated their intention to participate actively in the negotiations and will be submitting proposals at a later date on the basis for their participation.'

Participation of Poland in the trade negotiations

'The Committee notes that there has been under consideration for some time the question of ways and means of Poland's participation in the Kennedy Round. This consideration has taken place on the basis of the Polish proposals. The interest of Poland in participating actively in the trade negotiations is warmly welcomed and there is general agreement that it should be feasible to work out a practical arrangement. The Committee recommends that these discussions should be actively pursued to an early conclusion.'

(1) These exceptions are distinct from any modification of its offers which, as agreed by the Ministers at their meeting in May 1963, it shall be open to each country to make in the course of the negotiations, where this is necessary to obtain an overall balance of advantages between it and the other participants.

(2) Argentina and Brazil accepted this paragraph on the understanding that the phrase 'development and trade needs' covers the requirements of the current financial situation.

UN Conference on trade and development

IN HIS SPEECH to the conference in Geneva on April 6 Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, put forward a ten-point programme for assisting the trade and economic expansion of the less developed countries (see *Board of Trade Journal* of April 10, page 763). Under point ten, dealing with supplementary financial assistance, he said that he hoped his delegation would be able to make some suggestions as the conference proceeds. These suggestions were made on Wednesday, May 6, in the form of the following *draft recommendation:*

The conference recommends that the World Bank be invited to endeavour to work out a scheme with the objective at I below and based on the principles at II below.

I. Objective

Adverse movements in the export proceeds of developing countries can be disruptive of development.

The IMF can make available balance-of-payments support to meet the short-term effects of shortfalls in export proceeds.

A new scheme should aim to deal with problems arising from adverse movements in export proceeds which prove to be of a

Mr. Edward Heath (left), Secretary of State for Industry, Trade and Regional Development, with M. Maurice Brasseur (centre), Belgian Minister of Foreign Trade and Technical Assistance; and M. Gunnar Lange, Swedish Minister of Trade; at a dinner in Geneva during the course of the 'Kennedy Round'.

nature or duration which cannot adequately be dealt with by short-term balance-of-payments support. Its purpose should be to provide longer-term assistance to developing countries which would help them to avoid disruption of their development programmes.

II. Principles

(i) The scheme should be provided with resources by contributions from participating countries shared between them on equitable basis.

(ii) Developing countries only should be eligible for assistance from the scheme.

(iii) The scheme should normally be applicable after a developing country had had recourse to the IMF under its compensatory financing facility and sufficient time had elapsed to make possible a full assessment of the nature, duration and implications of any adverse movement in its export proceeds.

(iv) An adverse movement for the purpose of the scheme should be regarded as a shortfall from reasonable expectations of the level of export proceeds (including in appropriate cases invisible exports).

(v) A *prima facie* case for assistance from the scheme should be established by reference to shortfalls from reasonable expectations and to the nature and duration of such shortfalls.

(vi) Once a *prima facie* case had been established there should be an examination (under IDA auspices), of all relevant economic circumstances in order to assess how far assistance from the scheme would be required and justified in order to help avoid disruption of development programmes. Subject to these points, assistance should cover a substantial proportion of a shortfall from reasonable expectations.

(vii) The total size of the scheme's resources and the maximum contribution by each country should be prescribed in advance.

(viii) The scheme should be administered under the auspices of the IDA and all the major part I member countries of IDA should participate.

Note:

The following are offered as illustrative circumstances which might constitute a *prima facie* case for assistance from the scheme to a developing country:

(i) If following an IMF drawing in one year under its special compensatory financing facility, exports fall significantly below reasonable expectation in the second or third year.

(ii) If when IMF drawings were due to be repaid exports had not recovered sufficiently for this to be possible without disruption of development.

(iii) If there were a significant shortfall in exports which the IMF adjudged at the outset to be other than of a short-term nature and the IMF had decided that it would be inappropriate for it to provide temporary balance-of-payments support.

GATT international trade centre at Geneva

THE GATT (General Agreements on Tariffs and Trade) has announced its plans for setting up a trade information and promotion advisory service with the principal aim of assisting the less-developed countries in expanding their export trade. The services of the new GATT International Trade Centre will be available to all interested countries, whether or not they have acceded to the General Agreement.

Initially the Centre will provide the following services:

(a) a documents centre and clearing house for trade information (covering not only such subjects as tariffs, quotas and trade regulations but also market intelligence and research);

(b) a correspondence answering service on the different subjects referred to above;

(c) a register of sources of trade information in a form suitable to the special needs of the less developed countries;

(d) a bi-monthly and later, a monthly trade news bulletin to inform the importing countries about the products which the less-developed countries are now and will be in a position to supply, and also to inform exporters in the less-developed countries of overseas market openings for their products;

(e) a manual on the operation of efficient export promotion services;

(f) training facilities in export promotion.

The work of the Centre will be closely linked to studies being undertaken in GATT on the practical problems of expanding the trade of less-developed countries. So far twelve less-developed countries have been selected for priority study. The Centre will be set up at the GATT Secretariat, Villa le Bocage, Geneva.

EFTA Consultative Committee

THE SEVENTH meeting of the Consultative Commiteee of the European Free Trade Association took place in Basle on May 5-6.

The Committee, comprising non-Government trade and industrial experts, considered papers submitted by the Secretariat on the various aspects of EFTA activity and policy. Particular interest was shown in the studies now being made of various non-tariff impediments to trade – administrative arrangements, restrictive business practices and other matters affecting free competition, including the right of establishment and the practices of public undertakings, and the problem of standards. It was generally agreed that these studies were timely in the light of the possibility that such impediments might become more prominent obstacles to the freedom of trade as industrial tariffs within EFTA were reduced to zero. It was the view of the Consultative Committee that these problems should be tackled by means of co-operation between EFTA Governments and trading communities, avoiding the establishment of elaborate institutions or all-embracing codes of behaviour. It was agreed that the Committee should return to these questions at its next meeting in Geneva in November 1964.

EFTA Bulletin for April/May

IN the restyled EFTA Bulletin for April/May, Mr. Frank Figgures, EFTA's Secretary-General, surveys recent developments in the Association. Other articles deal with the Swiss capital market; now customs work in a free trade area; and restrictive business practices. Copies may be obtained (free) from Publications Division, Central Office of Information, Hercules Road, London, S.E.1.

Japan joins the OECD

THE MEETING of the Council of the Organization for Economic Co-operation and Development at Paris on May 5, was marked by the first attendance of Japan as a full member. This follows the Council's invitation of July, 1963 to the Government of Japan to join the OECD under the terms of article 16 of the Convention. With Japan's accession to membership the OECD now represents all the major industrial and trading powers of the non-Communist world.

Mr. David Price speaks to British-Swiss Chamber of Commerce

'By 1966-7 the European Community will have achieved internal free trade and established a common external tariff, while we in European Free Trade Association will have removed the duties on each other's exports of industrial goods. In this situation the Kennedy Round of negotiations in the GATT provide us with the best, possibly the only, chance of offsetting the disadvantages of tariff discrimination within Europe since the breakdown of Britain's negotiations with the Community.' This was said by Mr. David Price, Parliamentary Secretary, Board of Trade, when he spoke at the British-Swiss Chamber of Commerce annual luncheon in Zurich on May 6.

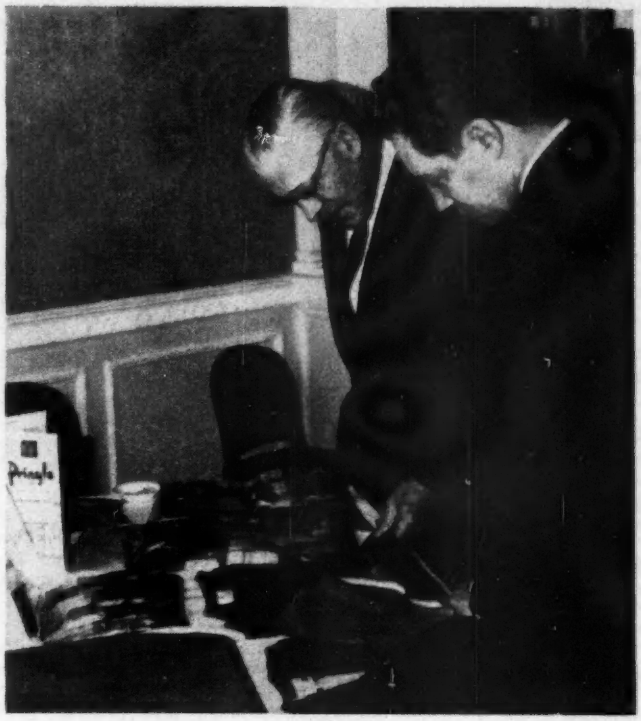
Continuing, the Parliamentary Secretary said it was hoped that the meeting of Ministers at present going on in Geneva would make it possible to proceed quickly with the tabling and negotiation of offers of tariff reductions for which we had been working for the past year.

Referring to the United Nations Conference on Trade and Development, also taking place in Geneva, he said that we in Britain regarded the conference as at least as important as the Kennedy Round. The two were complementary. 'We believe that the vital message to the United Nations Trade Conference must be that we also have a common interest in prosperity. There is no doubt that the gap between the richest countries and the poorest is very wide. On average, the industrial countries of the world enjoy an income per head of some nine to ten times that enjoyed by the developing countries as a whole. Even if we considered this simply from the moral point of view, we could not be indifferent to the challenge of poverty on such a scale.'

But as Mr. Edward Heath, the Secretary of State for Industry, Trade and Regional Development, had said at the Conference in presenting our policy, it must not be regarded as a confrontation of rich and poor, but rather as a joint enterprise leading to a future of fuller co-operation and greater independence. Continuing, the Parliamentary Secretary said that we in Britain were very conscious of the fact that the size of our exports depended to a considerable extent on the purchasing power of countries whose main source of income today was from the production of primary commodities. With a few exceptions such as Australia and New Zealand, all these countries were among the developing countries of the world. About 30 per cent of our exports last year went to developing countries, and a sizeable part of the improvement in our exports this year had been due to greater purchases by them, particularly those in the Commonwealth. People could only buy your goods if they had the money to do so. The great problem then was how to increase the income of the developing countries so that they in turn would buy more from us.

'Of course, one way of doing it is by aid,' he said. 'Both our two countries have played our full part in the past in making aid of all kinds available to developing countries. The Swiss contribution, especially in the field of technical assistance to underdeveloped countries, has been outstanding, as I trust is well known. We also have done our part in this field and shall continue to do so, but this alone is not the answer. Some experts have suggested that the answer may lie in artificially increasing the prices of commodities which represent the main source of income for developing countries. We think that the developing countries must be able and enabled to earn more by trade, particularly by increasing their exports of manufactured and semi-manufactured goods.'

There was, he said, little doubt that, by comparison with certain other developed countries, we in Britain were already taking a generous share of the products of the developing regions. It remained to be seen how far the Conference would be able to agree on measures that would produce more trade for the developing countries. We had indicated that we were prepared to look at fresh ways of helping them, particularly in the period that must elapse before their economies were sufficiently diversified.



Lord Drumalbyn (left), Minister of State, Board of Trade, examines knitwear with a Soviet visitor at the joint display of Scottish cloth and knitwear organized for the visit of Mr. N. S. Patolichev, Soviet Minister of Foreign Trade, on April 18. The display was organized jointly by Lowe, Donald & Co. Ltd., Peebles and London, and Pringle of Scotland, Hawick.

Imbalance of Anglo-Danish trade

—Lord Drumalbyn

'In 1963 Denmark became Britain's largest supplier among the EFTA countries . . . . and judging from the trade figures for the first quarter of this year, I would predict that 1964 will be another record year for Danish exports to Britain . . . . When we come to the other side of the coin, although we have made progress, we are not entirely happy about the development of our exports to Denmark.' This was said by Lord Drumalbyn, Minister of State, Board of Trade, when he addressed the 'Politiken' conference in Copenhagen on May 6.

Continuing, the Minister said that last year Britain's exports to Denmark increased by less than 2 per cent, and in the first quarter of this year by only 1 per cent. If that were in line with what had been happening in other markets, it would hardly have caused much surprise; but British exports were booming throughout the world, especially in Europe. In fact, what was encouraging from the point of view of British industry generally was that our exports were proving so competitive that they were surmounting tariff barriers which at one time we believed might prove to be serious obstacles to our trade. It had to be accepted that because of the pattern of Britain's trade with Denmark and because the Danish tariffs were low a large proportion of our exports to Denmark did not benefit significantly from the EFTA arrangements. 'In the recent past a new Britain has been emerging. Many Danish merchants look to Britain only for those things which they have traditionally bought from us without realizing that while we have continued to excel in the manufacture of products for which we have for long been famous, new industries have grown up using techniques which are among the most advanced in the world. For example, we have developed computers and automation systems which can be applied to a whole range of industries. We have made impressive progress in electricity generating techniques

and in power transmission. We have recently pioneered three new jet aircraft. In recent sporting events our cars have proved themselves able to beat the best which the world can produce. We are developing new man-made fibres, new office machinery, new equipment for scientific research. In modernizing our roads and railways British industry has developed new equipment which we now export all over the world.'

The Minister said that during the British Week in September we would try to give Denmark some idea of this new Britain. Although the achievements of Britain's capital goods industries could not be shown, some of the products of our consumer goods industries would be displayed in Danish shops. 'We believe that thanks to advances in technology and design those products achieve a new harmony of quality and elegance. As we have come to regard the Danes as connoisseurs of good food, we shall also seek to introduce you to some of those British foods, which we think deserve to be more widely known in Denmark.' But it is not only our products that we hope to show you in the course of the British Week, we hope to show you also some of the activities and characteristic features which form an essential part of the pattern of British life.

He said: 'It is our hope and endeavour in the British Week to present to the people of Denmark a true picture of Britain as an efficient, practical, resourceful, forward-looking, growing and vital industrial nation whose products in almost every field, so we believe, are amongst the best the world has to offer. As a good customer of yours and as your partner in EFTA we ask no more than that you take a friendly look at what Britain has to offer, and that if it pleases you, as I hope and believe it will, you give British goods a thought when you are about to buy. Of this I am sure – the more we buy from each other and strengthen our trading links the more we shall reinforce as time goes on those deeper ties of outlook, culture and faith which bind us together.'

Progress of automation reviewed at Business Equipment Trade luncheon

'THE RESULTS of automation in administration are in many ways similar to those in industry', said the Earl of Bessborough, Parliamentary Under-Secretary for Education and Science at the quarterly luncheon of the Business Equipment Trade Association in London on May 7 – 'the main advantages being the reduction of labour through the elimination of repetitive tasks, the simplifying of complex operations, and, above all, speed. The total number of computers in this country up to March 1964 was 896, most of them in industry, and 263 were on order. In Government Departments alone about 80 are at present in use and another 13 are on order. The figure of 80 does not include those used by the Armed Services, the Atomic Energy Authority, Local Government, Public Bodies and Universities. It is in the administrative field that Government are mainly interested, since they are not directly concerned with production except in the Royal Ordnance Factories. Nearly half the computers in use in Government service are used for office work, that is to say, in pay-roll calculations, statistical work such as the census of production and the census of the population, staff records and the accounting and control of stores. Some of the more interesting new Government uses of computers include a Ministry of Transport experiment in traffic control and the GPO's use of a computer at the Goonhilly satellite receiving station. Computers are also used by scientits in Government service for ordinary scientific work and mathematical calculations.'

Lord Bessborough also said that it was wrong to assume that automation was inevitably going to cause mass unemployment in this country. It would rather be the failure to maintain and increase technological advance that would jeopardize full employment.

'I can only say that I believe increased automation in this country to be inevitable. Whether we like it or not, it is here to stay', Lord Bessborough concluded.

It was announced at the luncheon that exports of business equipment for the first quarter of this year amounted to £14,099,268 – a 12·7 per cent increase on those for the first three months of 1963. Mr. Arthur G. Coaten, president of the Business Equipment Trade Association, said that this figure was the highest ever recorded by the industry for a similar period.

Importance of design in industry

THE IMPORTANCE of design in and to industry was given special emphasis by the visit of H.R.H. the Duke of Edinburgh to Manchester on May 8 when he presented the Design Centre Awards for 1964 together with his own prize for Elegant Design. It was at his suggestion that the annual ceremony should be held at one of the great industrial centres of the country. For this first departure from London the magnificent new Renold building extension of the Manchester College of Science and Technology provided an appropriate setting that linked industry, design and technological development in the pattern of modern Britain.

In a luncheon speech to the Manchester Chamber of Commerce Prince Philip said that at the end of the war industrial design was in a rut. The Design Centre and then the Awards were intended to get it out of the rut. He was delighted that this presentation of awards had taken place in Manchester. Quite apart from drawing attention to industrial design in all its forms, he thought this occasion had an added value. It had brought together a great many people with the same outlook and interest, and it had demonstrated the close connection in these matters between the Council of Industrial Design; the Cotton Board Colour, Design and Style Centre; the Civic Trust; the Chamber of Commerce; and the Manchester College of Science and Technology. Good design, whether in architecture, engineering, textiles or domestic equipment, was not a question of style. It was an attitude of mind. It was a question of being form-conscious. It was an endless search for the most useful and practical solution for every kind of manufacturing and engineering problem, combined with the most reasonable and practical shape and appearance.

He went on to say that the impression that design was only a matter of appearance was still too widespread. Design involved function, shape and efficiency in every component and every combination of components. It was therefore a vital factor in product cost. Good design was therefore a controlling element in the success of any good idea.

This applied equally to a multi-million airliner, a domestic refrigerator, or a piece of furniture and this was why he thought the special course in industrial design technology developed at the college was so important. 'The barriers between engineering, architecture, industrial design and the visual arts must be broken down,' he said.

'Certain interesting relationships between colleges of art and technical colleges are springing up, and I hope that these unions

H.R.H. Prince Philip presents his own prize for 'Elegant Design' to David Queensberry who designed the 'Queensberry' range of cut glass vases, bowls, centre pieces and small vases.

will prove fruitful,' continued Prince Philip. 'Another most encouraging feature is the interest and encouragement in these matters by the Manchester Chamber of Commerce. This I think is splendid because while I would be the first to pay tribute to Chambers of Commerce, I think it is fair to say that they have been mostly of an immediately practical nature. Without the backing of this Chamber and the Civic Authorities, it is doubtful if the new Design Centre here in Manchester could have been established. I am sure that the initiative shown by Manchester, Bristol and Nottingham will encourage other cities to follow this excellent example.'

In addition to presenting certificates to the 1964 winners (details and illustrations were given in a four-page supplement in last week's issue of the *Board of Trade Journal*), the Duke presented Mr. Kenneth Grange, winner of last year's prize for elegant design, with a wrist watch which Mr. Grange had himself designed.

At the ceremony Sir Duncan Oppenheim, chairman, said that the Council of Industrial Design intended to extend its awards to engineering and technology so that they could include recognition of current design standards in these industrial fields.

Professor Mischa Black recalled that the industrial designer in the engineering industry was a relatively new development of the last 35 years compared with the long tradition of design in some of the craft industries such as ceramics and furniture. Eyebrows were sometimes raised at the intrusion of the designer into this highly intricate field. Professor Black said that some industrial designers working with managements had given a superficial gloss to inferior products or dressed up honest machinery into a grotesque mockery of the original sensible solution provided by the engineers. But sufficient good examples–from kitchen equipment to diesel locomotives–had now been produced to compensate for earlier misfortunes. The young industrial designers of today would not easily repeat the earlier errors.

During his visit Prince Philip also saw new designs for dress fabrics at the Cotton Board's Colour Design and Style Centre and visited King Street and St. John Street, where developments have recently been carried out in consultation with the Civic Trust.

NCDA approve more courses

THIRTEEN COURSES, some of them in six colleges now granted the Council's approval for the first time, have been added to the list of courses approved by the National Council for Diplomas in Art and Design as leading to the Diploma in Art and Design. Four of the newly approved courses are in Fine Art, three in Graphic Design, four in Three Dimensional Design and two in Textile/Fashion. They will start next September. Also starting then are a Three Dimensional Design Course and a Fine Art Course approved earlier this year bringing the total to 76 courses at 35 colleges and schools of art.

Central Training Council members announced

MR. JOSEPH GODBER, Minister of Labour, has named 28 members of the Central Training Council which is to advise him on the exercise of his functions under the Industrial Training Act, 1964. The main functions of the Council will be to keep under review the performance of the different boards and the adequacy of training arrangements in industry generally, and to advise the Minister on the use he should make of his powers to remedy deficiencies.

The Minister has already announced that Sir John Hunter, chairman of the Swan Hunter Group of companies, is to be the chairman of the Council.

The members of the Council consist of six employers, six trade union leaders, two representatives of the nationalized industries, two of the recently appointed chairmen of industrial training boards, six educationists appointed after consultation with the Secretary of State for Education and the Secretary of State for Scotland and six others with a special interest in industrial training. Ultimately four other chairmen of industrial training boards will be appointed to the Council but the Minister is keeping these seats in hand until boards have been appointed to cover a wider range of industry.

Performing Right Tribunal

The reference of the AMC and of other associations of local authorities

THE PERFORMING Right Tribunal publish the following short particulars of the decision in a dispute with the Performing Right Society ('the PRS', for short) referred to them by the Association of Municipal Corporations and other associations, together representing most of the local authorities in the United Kingdom, to which were joined as interested parties The Urban District Councils Association, The Music Users' Council and The Association of Health and Pleasure Resorts.

In December 1962, the PRS brought into force the latest revised version of their 'Tariff M', which was designed to cover musical performances at all places of entertainment, indoors or out of doors, belonging to or controlled by a local authority. Certain exceptions were expressly made in which the PRS reserved to itself the right of direct recourse to the promoters of the relative performances.

The major changes involved in the revision, to which objection was made, were (1) the abolition of a sliding scale of charges, whereby local authorities which showed a large turnover in expenditure and receipts in respect of musical entertainment enjoyed the benefit of paying at an early stage of their relative annual activity charges at a substantially lower rate than those payable by authorities showing a small turnover and (2) the introduction of a system of accountancy whereby turnover was calculated, not on an authority's aggregated expenditure and receipts, but severally on those in respect of each of its places of entertainment.

If the first of these objections failed, and charges were universally to be made at a flat rate, the second objection would not arise.

The Tribunal decided that whereas it was expedient in the interests of promoting the provision of musical entertainment, that a sliding scale (although within narrower limits than those heretofore in force) should be restored as regards charges calculated with reference to an authority's gross expenditure on musical entertainment, there was no such case to be upheld against charging at a flat rate calculated in respect of gross receipts from the letting of premises to other promoters of such entertainment.

The basic rates of 2 per cent of gross expenditure (although now subject to a scale descending in four stages as such expenditure increased by successive amounts of £3,000, to a minimum of 1 per cent) and 5 per cent on gross receipts (although now at a flat rate throughout) were fixed with reference to the basic rates freely agreed between substantially the same parties when the tariff was previously revised in 1935. The variations took account of changes in circumstances since that date.

As to the second objection, which remained in view of the restoration, in respect of expenditure, of the sliding scale, the Tribunal decided that charges should be calculated as in the past on the licensee's aggregated turnover.

On four subsidiary issues, it was determined:

(a) that where a local authority let premises free or for a nominal consideration for the purposes of a musical entertainment, the PRS was to be given 7 days advance notice to enable it to have recourse to the relative promoter, subject to the payment of £1 by way of liquidated damages in default of due notice being given;

(b) that in respect only of summer variety entertainments at certain seaside resorts, in which copyright musical items are mixed with non-musical matter, where the so-called 'package deal' applies, the allowance to be made for non-music-copyright matter should remain at 25 per cent as in the revised tariff;

(c) that it should not be necessary for returns submitted by licensees to the PRS to be independently audited, and that the personal certificate of the appropriate senior municipal officer should suffice; and

(d) that, subject to a minimum charge, payment should be made as formerly, as to one half on estimated expenditure and receipts at the beginning of each annual period, and as to the adjusted balance (if any), on the making up of the annual account.

The scheme embodied in the tariff was varied by the Tribunal accordingly with effect from April 29, 1964.

A copy of the decision may be inspected at the offices of the Tribunal, 24, Kingsway (6th Floor), London, W.C.2, during office hours (10 a.m. to 4 p.m. Mondays to Fridays).

BTHA study course

THE BRITISH Travel and Holidays Association is to hold a study course for executives in the British travel industry at the BEA Training Centre at Southall, Middlesex, on the weekends of September 26 and October 31.

The course was designed mainly for executives in the first ten years of their careers who might be expected to eventually occupy senior positions.

Application forms for the study course can be obtained from the Conference Officer, British Travel and Holidays Association, Queen's House, 65 St. James's Street, London, S.W.1.

NEDC consider imports and exports

THE NATIONAL Economic Development Council met on May 6, under the Chairmanship of the Chancellor of the Exchequer. The following statement was issued: 'The Council considered the development of exports and imports with particular reference to the examination being undertaken by the economic development committees for the various industries. Preservation of pension rights on change of employment was discussed with particular reference to the effect on mobility. It was agreed that up-to-date information was needed about existing private pension schemes and the Council was informed that the Government was arranging to obtain such information.

'The Council reviewed developments on the policies outlined in "Faster Growth" since its publication last year.

'At its next meeting on July 1, the Council will consider more fully the progress of work in forward planning of labour requirements, training, mobility and financial provision for redundancy; regional development; energy policy; and management recruitment and education. It will also have a first discussion on the preparation of a further growth programme.

'Work is proceeding on other subjects, including automation, which will be considered later in the year.

'A report was also made to the Council on progress in the establishment of the economic development committees and on the initial work being undertaken.'

£2m new village for Cumbernauld

A £2 MILLION contract has been awarded to Messrs. J. B. Bennet (Glasgow) Ltd., of Kilsyth, for the construction of 715 dwellings in Cumbernauld New Town. This development is the first stage in the building of Abronhill, one of Cumbernauld's satellite villages which lies in the eastern part of the town.

Almost half of the dwellings will be terraced houses, having between four and eight apartments, and the remainder will be flats, having between one and five apartments. In addition, the contract calls for the construction of over 300 lock-up garages, three blocks of shops, and other works.

This project means that nearly half of Cumbernauld's planned total of 20,000 houses have left the drawing board.

New nylon factory for Ayrshire

A NEW NYLON spinning factory which will provide 800 jobs at first, with the prospect of many more later is to be built on a 350 acre site at Dundonald near Irvine – a town designated as a growth area in the Central Scotland development plan. The project is to be undertaken by Chemstrand Ltd., and it will be the firm's second fibre producing plant in the United Kingdom.

The new plant – the biggest post-war development in Ayrshire – will cost several million pounds and will produce initially some 18 million lbs. of nylon filament yarn a year. It is expected to be in production early in 1966.

More jobs for Lanarkshire

PRODUCTION is expected to start soon in the second of the advance factories at Shotts, Lanarkshire. This factory was recently allocated by the Board of Trade to Model Toys Ltd., plastic toy manufacturers who are transferring from the London area. Recruitment of labour which has already started is expected to build up to 250 and the firm have plans for further expansion.

With their decision to set up a production unit in Shotts, Model Toys Ltd., hope to increase their export trade which at present accounts for 75 per cent of their output.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1, Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 29, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
10-05	Flat white maize . .	As in previous column .	December 31, 1964	631
28.23	δ-Ferric oxide . .	Gamma Oxide . .	December 31, 1964	6450
28.28	Hydroxyammonium sulphate	As in previous column .	December 31, 1964	2636
29.16	*iso*Propyl 4:4'-dichlorobenzilate.	Chloropropylate . .	December 31, 1964	6471
29.22	Cyclopentamine hydrochloride.	As in previous column .	December 31, 1964	6472
29.35	*N*α - Acetyl - DL - tryptophan.	N-Acetyl DL-tryptophan.	December 31, 1964	6470
29.35	*NN'*-Trimethyleneurea .	Propylene urea . .	December 31, 1964	2043
38.11	Preparations containing not less than 0·2% by weight of 2-[α-(*p*-chlorophenyl) phenylacetyl] indane-1:3-dione and not less than 95% by weight of hydrocarbon oil.	2 - (alpha - p - Chlorophenyl - alpha - phenacetyl) indane-1:3 dione.	December 31, 1964	6424
73.40	Annealed discs, of which the thickness does not exceed the greatest cross-sectional dimension with an external diameter not less than ½ inch nor more than 8½ inches and an internal diameter not less than ⅛ inch nor more than 8 inches and not less than ½ inch nor more than 6½ inches in thickness, containing not less than 25% nor more than 27% by weight of titanium and not less than 6% nor more than 8% by weight of carbon.	Machinable Carbide .	December 31, 1964	7269

Application for the removal of duty on imported sherry casks

THE BOARD OF TRADE announce that they are considering an application for the removal of the import duty on 'Barrels and casks of oak, whether or not assembled; staves and heads being parts of such barrels and casks'.

A copy of the statement of the applicants' case will be made available to all interested parties in the United Kingdom who wish to make representations on the case provided that they give an undertaking in writing to treat the information as confidential and to allow their comments to be passed to the applicants for reply. Applications for copies of the statement of case should be made to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than May 29, 1964.

Import duties order on patent and imitation patent leather

H.M. TREASURY have made the Import Duties (General) (No. 5) Order 1964 (S.I. 1964/658) which brings 'imitation patent leather' within the scope of Tariff Heading 41.08. This implements a 'corrigendum' to the Brussels Nomenclature issued by the Customs Co-operation Council in Brussels designed to align the French and English texts of the Heading.

The Order accordingly introduces a new sub-heading for 'imitation patent leather' within the new Tariff Heading 41.08. The rates of duty applicable thereto are 20 per cent (full), free (Commonwealth preference) and 3 per cent (EFTA) *ad valorem*. The provisions of the Order became effective on May 13.

Hitherto imports of imitation patent leather have been classifiable under Headings in Tariff Chapter No. 41 other than 41.08, according to the type of leather to which the 'patent-type' surface was applied. In practice, nearly all known imports have been classified under Tariff sub-heading 41.02 (A) the rate of duty currently applicable to this sub-heading being 20 per cent (full), free (Commonwealth preference) and 8 per cent (EFTA) *ad valorem*.

The Order therefore effectively maintains the existing full and Commonwealth preference rates of duty on 'imitation patent leather' but reduces the EFTA rate applicable thereto from 8 per cent to 3 per cent *ad valorem*, which is the EFTA rate of duty applicable to 'patent leather'.

Certain EFTA products which had, in the earlier part of the EFTA transitional period (i.e. since January 1, 1960), been admitted as 'patent leather' at the lower 'patent leather' rate of duty, were subsequently classified as 'imitation patent leather' chargeable at a higher rate of duty. In these circumstances and as both rates of duty will become 'nil' by the end of 1966 under the present timetable for the elimination of duties between EFTA countries, it has been decided reduce the EFTA rate of duty on 'imitation patent leather' forthwith to the level of the current EFTA rate of duty on 'patent leather', namely 3 per cent *ad valorem*. This Order gives effect to this decision.

Copies of the Order are obtainable direct from H.M. Stationery Office.

Work of the Royal Mint in 1963

IN 1963 a total of 769,548,024 coins were struck by the Royal Mint. The number of pieces produced for the United Kingdom, 462,942,274, was the second highest on record and consisted of 17,572,800 halfcrowns, 25,580,000 florins, 78,520,000 shillings 124,860,000 sixpences, 37,432,000 threepences, 134,013,600 pennies, 44,959,200 halfpennies and 4,674 Maundy coins. 10,400,000 sovereigns were also struck to augment the stocks of sovereigns in the nation's gold reserves. Issues of new cupro-nickel coin totalled £8.3 million, of which £6.5 million represented an expansion of the amount of coin in circulation, the remainder being issued in replacement of coin withdrawn and normal wastage.

Coinage for oversea Governments represented 38 per cent of the year's output and amongst the 296,205,750 coins supplied were new coinages for Ceylon and Cyprus. Included in the total of 78 denominations for 25 Commonwealth and foreign countries were coins for Burma, Guinea, Hong Kong, Iceland, Irish Republic, Jordan, Mauritius, Muscat, Seychelles and Vietnam.

The medal department issued 47,992 medals and decorations during the year. New work included medals for the City and Guilds of London Institute and the College of Air Training presented by H.R.H. The Duke of Edinburgh, a medal to commemorate the Independence of Uganda, and a series of awards for the State of Singapore.

New Public Seals were prepared for Trinidad and Tobago and Uganda.

British section at the 1964 Milan Triennale

THE BRITISH SECTION of the thirteenth Milan Triennale, which is being arranged by the Council of Industrial Design in collaboration with the Board of Trade and the Central Office of Information, was described at a Press conference in London on May 11. The Triennale, which is recognized as the leading design exhibition in the world, will open on June 12 for four months and this year has the theme of 'Free time: the constructive use of leisure?'

Describing his design for the British Pavilion, Mr. Theo Crosby pointed out that British games are now the leisure activities of most of the world. The British section will show a range of well-designed British equipment for indoor and outdoor leisure pursuits and activities. Among the bigger exhibits will be a go-kart and a sailing dinghy. Natasha Kroll is responsible for the display of these products.

The dome-shaped British pavilion is made in timber: inside, the visitor will progress from compact, dark areas to light expansive spaces. Several young British artists are also contributing to the British section.

The Commissioner for the British section is Mr. Paul Reilly, director of the Council of Industrial Design, and the Assistant Commissioner is Mr. J. K. Hanna, H.M. Consul (Information) in Milan.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	April 6, 1964	
852,238	Commissariat a l'Energie Atomique	Protecting magnesium and its alloys from oxidation.
858,206	Akt. Ges Brown Boveri & Cie.	Transmitting control signals in winder plants.
862,352	Commissariat a l'Energie Atomique	Reduction of plutonium.
908,293	Sedlacek, K.	Leaping toy animal.
	April 7, 1964	
810,254	Glaeser, H.	Vibrating massage apparatus.
820,765	Walter, C. J.	Developing tanks for photographic film, etc.
909,806	S. A. Glaverbel and anr.	Preheating of pulverous materials and melting of same, etc.
	April 10, 1964	
830,596	Porter Electrical Products Ltd.	Clamp for electrical conductors.
854,493	Graepel, F.	Sieves.
854,973	Karavias, A. N.	Cinematographic films and apparatus.
916,791	Regie Nationale des Usines Renault	Refractory, dielectric and semi-conducting materials.
924,783	Svenska Aeroplan Aktiebolaget	Lubricating crankshaft and rod bearings device.
	April 14, 1964	
820,136	George Wilson Gas Meters Ltd.	Gas meters.
852,143	Centre Technique des Industries de la Fonderie.	Metal or alloy article.
859,796	Natural Rubber Producers Research Association.	Preservation of natural rubber.
882,970	Courvoisier, P. F. le	Electric liquid level gauges.
888,555	Midland Silicones Ltd.	Water-resistant leather.
	April 20, 1964	
779,576	Carcassonne-Leduc, R.P.C.	Cooking and drying rice.
794,538	Carcassonne-Leduc, R.P.C. Patent of Addition to 779,576.	Cooking of rice.
873,894	United States Steel Corporation.	Pinhole detector.
886,021	Carcassonne-Leduc, R.P.C. Patent of Addition to 779,576.	Cooking of vegetable foodstuffs.
889,677	S. A. Glaverbel	Drawing glass in sheet form.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General.

The Patent Office.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh 2; 39 King Street, Manchester 2; 35 Smallbrook Ringway, Birmingham 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol 1; 80 Chichester Street, Belfast, or through any bookseller. Telephone inquiries should be made to Waterloo 4994, Ext. 1195.

New Books

Ports of consignment for exports

MOST EXPORTS from Great Britain go by sea, and the relationship between the ports and shipping places at which they are unloaded and the markets in which they are sold is one which affects the exporter in numerous ways – such as in costing, packaging, delivery dates, and the availability of technical and commercial amenities appropriate to particular products. Many of the technical details which shippers need to know are contained in reference sources such as the annual *Ports of the World* (1963 edition £5, from Shipping World Ltd., 154 Fleet Street, London, E.C.4), in which information about more than 2,000 ports includes data on location, port authority, accommodation, charges and the nature of merchandise handled at each. An even larger number of ports and shipping places – about 8,000 – are listed in the index of the 5th edition, just published, of **Lloyd's Maritime Atlas** (16 maps, 92 pages. 30s. from Lloyd's Shipping Publications, Lloyd's, London, E.C.3). This atlas contains maps on Mercator's projection showing the geographical position of all the most important ports – so that they can be seen in relation to each other as well as to the hinterland markets which they serve – and provides lists of the names of ports country by country. The information given is limited, however, to the latitude and longitude of each port, and the atlas is therefore best used as a supplementary, rather than a comprehensive, source of reference. Neither of these works compares in scope with a compendious new book by two Swedish professors of economic geography, Gunnar Alexandersson and Göran Norström's **World Shipping, an Economic Geography of Ports and Seaborne Trade** (507 pages. John Wiley, 132s.). This volume, claimed as 'the first comprehensive survey of ports and seaborne trade', begins with a general account of international trade, the shipping industry, passenger and cargo traffic, and shipbuilding. The main part of the text follows, consisting of a regional survey of the major ports of the world. It provides information on the broad economic and commercial, rather than the technical, aspects of each port, and discusses the history and present position of each in relation to the area which it serves and to the types of commodities and turnover of cargo which it handles. A number of maps show geographical locations and illustrate diagrammatically the volume of exports and imports at each port; and there are numerous illustrations of well-known ports and harbours. The index includes place-names given only on the maps, as well as those mentioned in the text.

Export Marketing Groups for Small and Medium-Sized Firms. Organisation for Economic Co-operation and Development (70 pages. 6s., by post 6s. 5d., from H.M. Stationery Office and Government Bookshops.) An export marketing group is an association in which two or more manufacturers combine and centralize their export activities on a voluntary basis, the firms themselves remaining financially and legally independent. This new publication is designed to give practical information to small and medium-sized firms who want to co-operate in an export marketing group. Emphasis has been laid on the organization and working methods of such groups, and practical examples from different OECD Member countries have been given to illustrate the performance of existing export organizations. The book covers such basic considerations as the range of products to be included in an agreement, whether the group is to be made up of firms in the same industry or in several different industries, and procedure for the starting up of such a group. It gives detailed advice on organization, marketing strategy and financing, and concludes with eight case studies of the experiences of established export groups.

The Rôle of GATT in Relation to Trade and Development (56 pages. Free from GATT Secretariat, Villa Le Bocage, Palais des Nations, Geneva 10.) This booklet sets out, in Part 1, the nature and objectives of the General Agreement on Tariffs and Trade and the functions of the Contracting Parties. In Part 2 it examines the Provisions of the GATT and their implementations and deals, in particular, with tariff reductions and general trade negotiations, quantitative restrictions, State trading, temperate zone agriculture, commodity policy, the most favoured nation principle, consultation and the position of less-developed countries in relation to the work of GATT. Part 3 deals with removal of trade barriers, tropical products, preferences, trade in cotton textiles, trade information and trade promotion.

The South African Economy, by D. Hobart Houghton (260 pages. Oxford University Press, 30s.). This study of economic progress in South Africa is the first comprehensive outline of the subject from a scholarly source for some time. It begins by particularizing the usual stages of economic growth, and goes on to demonstrate that South Africa, having 'taken off' into sustained growth, is now at the penultimate stage of its 'drive to maturity'. From this point the author proceeds to a discussion of the country's resources, its national income and its population. He deals with present conditions in the agricultural, mining and manufacturing industries, and shows how they have grown from the background of past conditions. Although the emphasis throughout is on economic aspects, the author does consider, where appropriate, the impact of political forces on the economy. In a final chapter, he discusses the conditions necessary for achieving the final stage of growth – the 'age of high mass-consumption'. The book includes a comprehensive bibliography, about 38 pages of statistical tables, and an index.

F. M. F. Suppliers Guide (136 pages. 25s. from Food Manufacturers' Federation, 4 Lygon Place, London, S.W.1). The coverage in this new directory for the food industry is limited to members of the Food Manufacturers' Federation, and the volume is thus much less comprehensive than longer established general directories such as the *Food Trades Directory* (Newman Neame, 84s.) and *Food Processing and Packaging Directory* (Tothill Press, 60s.) – though it is, of course, much cheaper. Within its limits, the directory is useful principally for its clear arrangement of entries and its specific subject headings for individual foodstuffs and products. It covers food products, machinery and equipment, packaging materials, sundry services, trade names and brand names; and there are alphabetical lists of suppliers showing the main commodities and trade names with which they are associated.

Safe Transit, by James Lawrie. (20 pages. Free from Information Division, Department of Scientific and Industrial Research, State House, High Holborn, London, W.C.1). Reviews briefly the science of packaging and incorporates practical guidance of special interest to smaller firms. The booklet discusses packaging in fairly general terms, with examples to indicate methods that can be applied to various goods and products. There are sections on initial protection, on wrappings, on external packing, on cushioning materials, and on packing for low temperatures.

Australia; a Guide for New Companies. 6th edition. (71 pages. Free from The National bank of Australasia Ltd., Information Department, 6-8 Tokenhouse Yard, London, E.C.2.). The new edition of this booklet includes information on Australia's economy, its government and financial structure. Detailed attention is paid to laws on company formation, raising capital, and taxation. Industrial and overseas trading regulations are outlined, and the final chapters deal with labour, wage determination and insurance.

Chemical Age of India March 1964 is a special issue of this monthly periodical, consisting of the full official *Proceedings of the ECAFE Conference on the Development of the Fertilizer Industry in Asia and the Far East.* This conference, convened by the United Nations Economic Commission for Asia and the Far East at Bombay in November 1963, was the third in a series of international meetings held by the Commission to enable countries throughout the world to exchange knowledge and experience of the chemical and allied industries. The Proceedings include papers and reports on plans and policies, anticipated requirements and consumption patterns for fertilizers in the ECAFE region; accounts are given of industrial and economic developments, with particular attention to the nitrogen, phosphate and potash industries; and there are discussions of such special problems as packaging, storage and transportation of fertilizers. They conclude with an examination of development prospects and investment needs of the industry within the ECAFE region. All the papers reprinted in this 237-page special issue were originally produced as United Nations Documents, and it is very convenient to have them collected into one place in this way. Copies: 60s. (this issue only) from the publisher, Technical Press Publications, Udyog Bhawan, Ballard Estate, Bombay 1; or through Keith & Slater Ltd., 24 High Holborn, London, W.C.1.

India Handbook of Commercial Information. –The Department of Commercial Intelligence and Statistics, Calcutta, states that Volume 1 of this work (noticed in the JOURNAL of April 24) can now be purchased only from the Manager of Publications, Civil Line, Delhi 6.

Other Publications

INEXPENSIVE ACCOMMODATION IN GREATER LONDON. 28 pages. British Travel and Holidays Association, 65 St. James's Street, London, S.W.1. 9d. (by post 1s.)

LONDON – CAPITAL FOR CONFERENCES AND CONVENTIONS. 32 pages. The London Tourist Board, 29-30 St. James's Street, London, S.W.1. Free (including a 39-page *Classified Directory of London's Conference and Exhibition Facilities, Services and Equipment*).

IPA NATIONAL READERSHIP SURVEYS, 1963. TABLES RELATING TO JANUARY – DECEMBER 1963. Institute of Practitioners in Advertising, 44, Belgrave Square, London, S.W.1. (combined price, with *Tables Relating to July* 1962-*June* 1963, 15 guineas).

WILLINGS PRESS GUIDE 1964. 653 pages. James Willing Ltd., 3-5 Holborn Circus, London, E.C.1. 50s.

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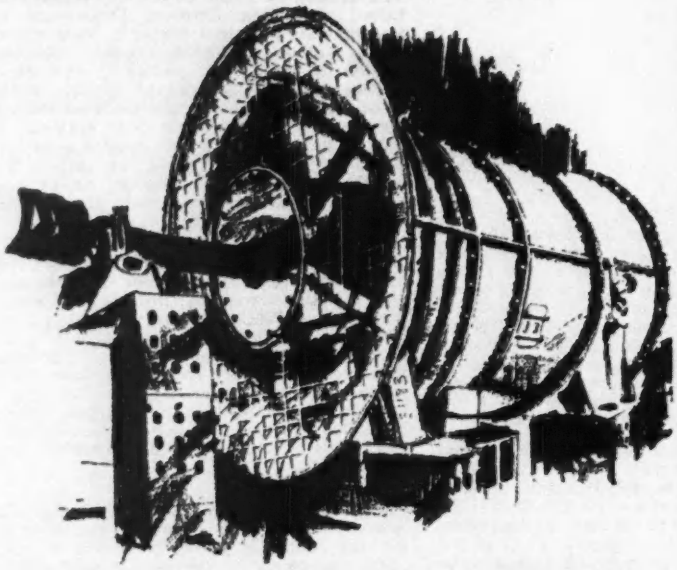

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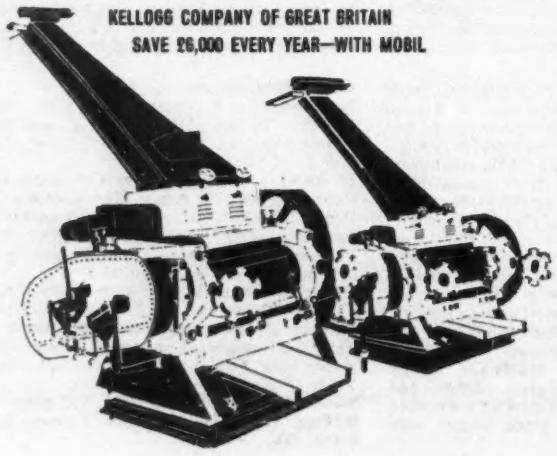

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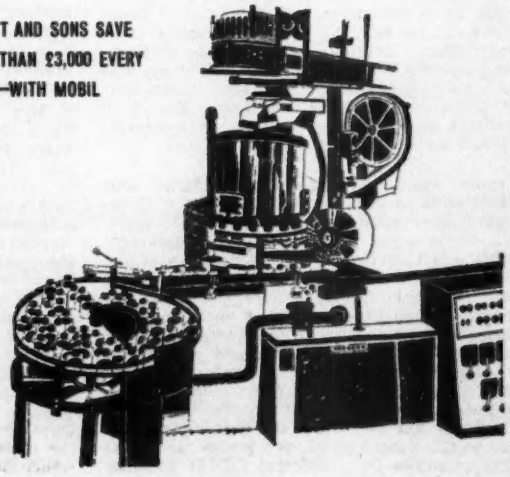

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,957	—	16,034	15,212	15,212	9,095	3,486	922	699	591	1,205				
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	125	129	114	+592	+520	+48	+37
1961	112	114	122	115	111	100	129	130	133	137	121	+297	+230	+36	+ 4
1962	112	115	126	122	112	101	127	119	126	140	124	+113	+ 33	+22	+40
1963	116	119	134	128	117	103	129	107	131	144	132	+135	+ 89	+15	+27
1962															
3rd quarter	112	116	127	122	113	101	128	116	130	146	123	+ 57	+ 15	+23	+10
4th quarter	113	115	130	124	114	101	125	111	124	137	124	+ 10	— 9	+ 9	+25
1963															
1st quarter	112	113	129	124	113	101	115	104	124	101	118	— 20	+ 56	—16	— 3
2nd quarter	116	118	131	127	116	102	129	109	129	149	129	+ 42	— 9	+22	— 3
3rd quarter	116	120	136	130	119	105	134	106	130	159	138	— 34	— 33	—19	— 8
4th quarter	122	124	138	131	119	105	139	108	140	166	144	+147	+ 75	+28	+41
1964															
1st quarter						106									
1963															
September	..	121	..	..	..	105	..	..	..	..	..	..	..	..	..
October	..	123	..	..	..	104	..	..	..	..	..	..	..	..	..
November	..	124	..	..	..	104	..	..	..	..	..	..	..	..	..
December	..	125	..	..	..	106	..	..	..	..	..	..	..	..	..
1964															
January	..	126*	..	..	..	107	..	..	..	..	..	..	..	..	..
February	..	126*	..	..	..	105	..	..	..	..	..	..	..	..	..
March	..		..	..	..	105	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	135*	118*	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+121
1962																
3rd quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 18
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 71
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 30
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 14
4th quarter	135*	118*	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	135	132	+ 6
1964																
1st quarter			123·2	+1·5	108·0*	123·9*	145·8	445	— 5	+42	182	+25	— 5	145	134	
1963																
September	130	100	121·4	+1·8	104·1	122·2	141·7	430	Nil	+11	158	+ 5	— 7	135	131	..
October	132*	111*	121·8	+2·3	104·9	122·3	141·8	448	+ 18	+27	160	+ 2	—12	130	129	..
November	133*	120*	122·2	+2·2	106·5	122·5	143·1	456	+ 8	+19	157	— 3	—16	135	129	..
December	135*	118*	122·4	+1·8	106·8	122·9	145·1	447	— 9	— 1	155	— 2	—11	142	137	..
1964																
January	136*	119*	123·0	+1·9	107·5	123·7	145·4	471	+ 24	+41	166	+11	— 1	146	123	..
February	138*	121*	123·1	+1·2	108·2*	123·9*	145·7	451	— 20	+ 2	178	+12	+ 6	144	139	..
March			123·6	+1·5	108·3*	124·1*	146·2	413	— 38	—19	202	+24	+10	145	141	..
April					108·1*	124·2*		394	— 19	—20	212	+10	+14			

† NOT seasonally adjusted. * Provisional.

Retail sales in March

THE VALUE of retail sales in March, after allowing for seasonal factors, appears to have continued at about the same level as in January and February. For the first quarter of the year as a whole the seasonally adjusted index number of the value of sales was 112. After the sharp rise in August last year the index remained fairly steady at 110 (taking November and December together because of the late start to Christmas shopping) so that the value of sales has risen quite markedly since the end of the year. For March itself the seasonally adjusted index was 111, compared with 112 in January and February, but too much significance should not be read into this small change. Besides random irregularities which affect this (and other) monthly series the special allowance which is made to the seasonally adjusted figures for March and April to allow for the varying dates of Easter is particularly difficult this year because of the position of Easter in relation to the sales periods for which figures are collected. There is, in consequence, an added uncertainty in interpreting the figure for March by itself.

The increase in the value of total sales between the first quarter of this year and the latter part of 1963, after allowing for seasonal factors, was largely caused by a rise in the sales of food shops; the sales of non-food shops also rose slightly, small falls in the sales of clothing shops and durable goods shops being balanced by a rise in the sales of other non-food shops.

The volume of sales during the first quarter of the year was higher, allowing for seasonal factors, than in the last quarter of 1963 (about half a point in the unrounded figures); food shops showed the greater gain (almost a whole point).

Clothing and footwear shops

Easter buying particularly affects the sales of clothing shops. There is, therefore, some uncertainty as to the significance of the fall between February and March shown by the seasonally adjusted

Analysis by form of organization

March – Index numbers of values of sales per week and percentage changes compared with a year earlier [a]

1961 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	104	+ 6	102	+ 4	113	+10	99	Nil
FOOD SHOPS	109	+ 4	105	+ 3	123	+10	100	—1
Grocers	110	+ 4 (g)	105	+ 2	131	+12	99	— 2 (g)
Butchers	107	+ 6	..	..	..	..	..	..
Greengrocers, fruiterers	101	— 1	101	— 1	110	+ 2	94	—7
Fishmongers, poulterers	110	+ 5	..	..	..	..	..	..
Bread and flour confectioners	114	+ 8 (h)	114	+ 6	116	+10	..	..
Off-licences	102	+14	93	+12	110	+15	..	..
Dairymen	110	+ 1	..	..	..	..	107	—1
Other food shops	104	+ 1	..	..	..	..	..	..
NON-FOOD SHOPS	100	+ 7	..	..	..	..	..	..
Clothing and footwear shops	91	+ 6	89	+ 4	94	+ 9	90	+2
Footwear shops	86	+ 8	90	+ 7	84	+ 9	88	+3
Men's wear shops	92	+ 4	85	+ 7	99	+ 1	81	+4
Women's wear shops	92	+ 7	90	+ 4	95	+13	93	Nil
of which:								
Women's, girls' and infants' wear specialist shops	..		83	+ 1	..		—	
Drapers and general outfitting shops	—		92	+ 4	..		—	
Large (c)	—		96	+ 3	—		—	
Medium (c)	—		93	+ 6	—		—	
Small (c)	—		90	+ 4	—		—	
Durable goods shops	101	+ 8	96	+ 7	112	+10	100	+9 (f)
Furniture shops	96	+ 9	98	+10	90	+ 7	—	
Large (c)	—		97	+12	—		—	
Medium and small (c)	—		98	+ 9	—		—	
Other durable goods shops	106	+ 7	93	+ 3 (e)	121	+10*	—	
Radio and electrical goods shops	99	+ 5	93	+ 3	112	+ 8	—	
Radio and cycle shops, cycle shops, perambulator shops								
Electricity showrooms	111	+10	—		111	+10	—	
Gas showrooms	154	+16	—		154	+16	—	
Miscellaneous non-food shops (b)	108	+ 7	..	..	..	..	..	..
Confectioners, tobacconists, newsagents	112	+ 7	110	+ 6	126	+12	—	
Booksellers, stationers	..		116	+ 4	..	..	—	
Chemists, photographic goods dealers (d)	97	+ 3	96	+ 1	97	+ 7	97	+4
Jewellers	94	+13	94	+12	93	+15	—	
Leather goods, sports goods, toys and fancy goods shops	80	+11	..	..	..	..	—	
Ironmongers and hardware shops	104	+ 4	104	+ 5	105	+ 1	—	(f)
General Department Stores	92	+ 4	—		—		—	

* Provisional.

Retail sales seasonally adjusted [a]

Index numbers of value of sales per week.

(i) At current prices.

1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1962 4th quarter	104	105	103	104	103	105
1963 1st quarter	106	108	104	102	99	106
2nd quarter	106	106	105	101	105	107
3rd quarter	109	107	110	112	111	110
4th quarter	110	109	111	111	112	112
1964 1st quarter	112	111	112	110	111	113
1963 January	105	108	103	101	98	106
February	105	108	102	101	97	104
March	106	107	106	104	101	106
April	105	107	104	99	102	107
May	107	108	106	103	109	108
June	105	105	106	101	106	106
July	107	106	107	105	108	108
August	110	108	112	114	114	110
September	110	108	112	115	110	110
October	109	108	110	110	110	112
November	109	109	109	107	110	110
December	111	108	113	115	114	113
1964 January	112	111	113	111	113	114
February	112	110	113	113	112	113
March	111	111	111	107	109	112

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1962 4th quarter	101	103	100
1963 1st quarter	101	102	100
2nd quarter	102	102	102
3rd quarter	105	103	106
4th quarter	105	103	107
1964 1st quarter	106	104	107
1963 January	102	103	100
February	100	102	99
March	102	101	102
April	101	102	100
May	103	103	102
June	102	101	102
July	103	102	104
August	106	104	108
September	105	103	108
October	104	103	105
November	104	104	105
December	106	103	109
1964 January	107	105	108
February	105	104	108
March	105	104	106

(a) The total and sub-total series in this table are seasonally adjusted independently from the component series. As was mentioned in the article in the *Board of Trade Journal* of July 6 1963, this occasionally results in inconsistencies between total and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment.

(b) Including general department stores.

index of the value of sales since, as was mentioned above, the special allowance made for the varying dates of Easter is particularly uncertain this year. In place of increases for January and February on the corresponding month a year earlier of 10 and 11 per cent, respectively – large increases due to some extent to the effect on sales of the bad weather last year – the increase between March 1963 and March 1964 was rather lower, a change shared by all kinds of business in this group. Easter in 1963 was towards the middle of April and in March in 1964; the comparison, therefore, between sales in March 1963 and March 1964 is affected by this change. The increase of 6 per cent is about the same as for the latter months of last year which suggest that pre-Easter buying was not, this year, very strong, perhaps because of the weather or because of the earliness of Easter. Prices of clothing and footwear continued, as in recent months, at about 1 per cent higher than a year earlier.

Durable goods shops

The seasonally adjusted index of the value of sales of durable goods shops was a little lower in March than in recent months, and for the first quarter of the year as a whole was slightly under the level of the latter part of 1963. As compared with March 1963 total sales of durable goods shops increased by 8 per cent, a figure in line with experience in the latter months of last year. The very large increases shown for January and February were brought about by the abnormally low level of sales in 1963 caused by the bad weather at that time. Prices of durable goods as a whole were about 2 per cent higher than a year earlier.

Other non-food shops

This group has been contributing strongly to the upward movement in total retail sales. The seasonally adjusted index numbers of the value of sales have risen at least a point a quarter since the

Index numbers of values of sales per week, and percentage changes compared with a year earlier (a)

(i) Analysis by broad groups: value and volume.

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,095)				Food shops (£4,171)				Non-food shops											
									Total (£4,923)				Clothing and footwear shops (£1,395)		Durable goods shops (f) (£956)		General department stores (£451)		Miscellaneous non-food shops (b) (£2,121)	
	Value		Volume*		Value		Volume*		Value		Volume*									
1962 Year	103	+3	101	+1	104	+4	102	+2	103	+3	100	Nil	102	+2	102	+2	103	+3	103	+3
1963 Year	108	+4	103	+3	107	+3	103	+1	108	+5	104	+4	107	+5	107	+4	108	+5	109	+5
1964 Year to date‡	103	+6	98	+5	108	+3	102	+2	98	+8	94	+7	89	+8	106	+12	96	+8	101	+7
1963 2nd quarter	103	+3	99	+2	106	+3	101	+2	102	+4	98	+3	103	+2	98	+3	97	+3	103	+5
3rd quarter	105	+4	102	+3	105	+2	101	+1	106	+6	102	+5	105	+6	106	+6	104	+6	107	+5
4th quarter	125	+6	119	+4	115	+3	109	+1	133	+7	128	+7	137	+8	128	+8	140	+6	131	+7
1964 1st quarter	103	+6	98	+5	108	+3	102	+2	98	+8	94	+7	89	+8	106	+12	96	+8	101	+7
1964 January	105	+6	100	+5	108	+3	102	+1	103	+9	98	+8	97	+10	117	+15	121	+12	96	+6
February	100	+6	95	+6	107	+2	101	+2	93	+10	89	+9	82	+11	103	+15	81	+12	99	+8
March	104	+6	99	+4	109	+4	103	+3	100	+7	95	+5	91	+6	101	+8	92	+4	108	+7

(ii) Analysis by kind of business: value only.

(Sales in 1961 £ million)	Food shops												Clothing and footwear shops					
	Grocers (g) (£2,406)		Butchers (£641)		Greengrocers fruiterers (£324)		Fishmongers, poulterers (£81)		Bread and flour confectioners (h) (£196)		Off-licences (£140)		Dairymen (£369)		Other food shops (£14)		Footwear shops (£230)		Men's wear shops (£282)		Women's wear shops (£883)	
1962 Year	104	+4	102	+2	101	+1	102	+2	107	+7	107	+7	106	+6	103	+3	101	+1	102	+2	102	+2
1963 Year	108	+4	104	+2	100	—1	106	+3	113	+6	114	+7	110	+4	98	—5	106	+4	107	+4	107	+5
1964 Year to date‡	110	+3	108	+4	95	—1	108	+6	110	+7	101	+8	113	+2	102	+3	81	+12	96	+6	89	+8
1963 2nd quarter	106	+3	98	+1	114	—2	106	+3	113	+7	94	+7	112	+6	95	—6	107	+2	103	Nil	102	+2
3rd quarter	106	+3	100	+2	100	—3	106	+3	116	+5	99	+8	106	+1	92	—8	108	+6	104	+5	105	+6
4th quarter	115	+4	112	+2	91	+2	109	+5	121	+5	169	+5	113	+3	104	—4	134	+10	130	+8	139	+7
1964 1st quarter	110	+3	108	+4	95	—1	108	+6	110	+7	101	+8	113	+2	102	+3	81	+12	96	+6	89	+8
1964 January	110	+3	111	+3	88	+2	106	+9	106	+6	105	+6	112	+3	100	+2	86	+10	113	+11	94	+9
February	109	+2	106	+2	93	—1	106	+6	108	+7	96	+5	115	+3	101	+5	73	+24	88	+7	83	+10
March	110	+4	107	+6	101	—1	110	+5	114	+8	102	+14	110	+1	104	+1	86	+8	92	+4	92	+7

(Sales in 1961 £ million)	Durable goods shops (f)								Miscellaneous non-food shops									
			Other durable goods shops															
	Furniture shops (£403)		Total (£472)		Radio and electrical goods shops, Radio and cycle shops, perambulator shops (£368)		Electricity showrooms (£55)		Gas showrooms (£49)		Confectioners, tobacconists, newsagents (£795)		Booksellers, stationers† (£60)		Chemists, photographic goods dealers (d) (£261)		Jewellers (£89)		Leather goods, sports goods, toys and fancy goods shops (£76)		Ironmongers and hardware shops (£236)	
1962 Year	102	+2	103	+3	101	+1	108	+8	114	+14	104	+4	105	+5	103	+3	100	Nil	101	+1	102	+2
1963 Year	104	+2	110	+7	105	+4	118	+9	137	+19	107	+4	111	+6	108	+4	105	+5	103	+2	107	+5
1964 Year to date‡	103	+15	110	+9	106	+6	109	+12	148	+27	106	+4	117	+11	96	+6	88	+19	76	+13	103	+1
1963 2nd quarter	97	Nil	100	+6	95	+5	116	+12	117	+12	104	+5	103	+7	102	+4	84	+5	88	Nil	103	+3
3rd quarter	105	+3	107	+8	100	+5	122	+7	143	+23	106	+3	106	+6	109	+5	108	+7	110	+5	107	+5
4th quarter	123	+8	133	+8	128	+5	137	+9	170	+34	118	+4	130	+6	130	+5	154	+9	147	+5	118	+6
1964 1st quarter	103	+15	110	+9	106	+6	109	+12	148	+27	106	+4	117	+11	96	+6	88	+19	76	+13	103	+1
1964 January	118	+21	119	+11	118	+7	108	+18	138	+31	103	+3	116	+18	96	+8	77	+24	73	+15	103	—6
February	97	+18	108	+11	103	+7	109	+9	150	+41	103	+2	118	+13	94	+7	92	+22	75	+15	101	+5
March	96	+9	106	+7	99	+5	111	+10	154	+16	112	+7	116	+4	97	+3	94	+13	80	+11	104	+4

† Independent retailers only. * At average 1961 prices. ‡ January-March.

middle of last year. Most kinds of business in this group have been showing good increases on sales a year earlier though the comparison is complicated by the effect of the bad weather in January and February 1963. For jewellers the increase between March 1964 and March 1963 was 13 per cent, a figure somewhat higher than the increases in the latter half of last year though lower than the abnormally high increases shown for January and February. Ironmongers and hardware shops show only a very small increase for the quarter as a whole compared with the first quarter of 1963 largely because their sales in January 1963 were swollen by the abnormal demand for paraffin and heaters.

Food shops

The seasonally adjusted index of the value of sales by food shops was 111 in March the same as in the first quarter as a whole. There was, therefore, a marked rise over the last quarter of last year when the index was 109. This rise is also reflected in the volume of sales.

Notes:

Kind of business statistics

(i) These statistics are based on returns from independent retailers (organizations, other than co-operative societies and general department stores, with one to nine branches), multiple retailers (organizations, other than co-operative societies and general department stores, with 10 or more branches), retail co-operative societies and general department stores.

(ii) For independent retailers, multiple retailers and general department stores the figures are based on the total sales, of all types of goods, by each shop and therefore represent the trend of sales in specified kinds of business. Co-operative societies report their sales on a departmental basis and a department's sales are assigned to the most closely corresponding kind of business heading. A single figure is returned for the departments selling durable goods and ironmongery and hardware and this figure is included in the total for durable goods shops.

(iii) Multiple retailers and co-operative societies report sales for all branches open in the sales period, so that, in respect of these two forms of organizations, the statistics take account of changes in the number of shops, e.g., the opening of new shops or the closing or disposal of existing shops. In the case of independent retailers and general department stores, however, sales are generally reported for individual establishments and no reliable measure of changes in the number of shops is available on the basis of which an adjustment might be made.

(iv) A description of the series, based on 1961=100, was given in the *Board of Trade Journal* of May 10, 1963.

Footnotes to tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by March 1964 sales was the five weeks from March 1, 1964, to April 4, 1964, the corresponding period in 1963 was from February 24, 1963, to March 30, 1963. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1957 turnover groupings. Large denotes shops with sales of £100,000 and over in 1957. Medium denotes shops with sales of £15,000 and under £100,000 in 1957. Small denotes shops with sales of under £15,000 in 1957.

(d) These index numbers do not allow for chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and electrical goods shops and radio and cycle shops, cycle shops, perambulator shops.

(f) See Note (ii) above.

(g) Including the bakery departments of co-operative societies.

(h) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

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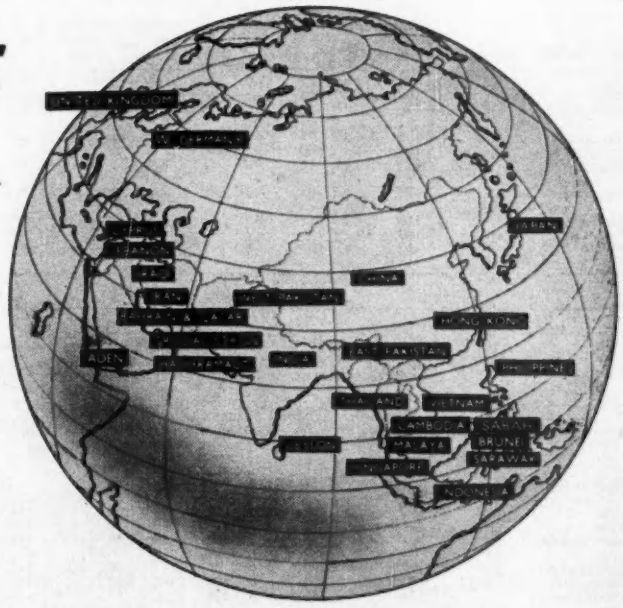

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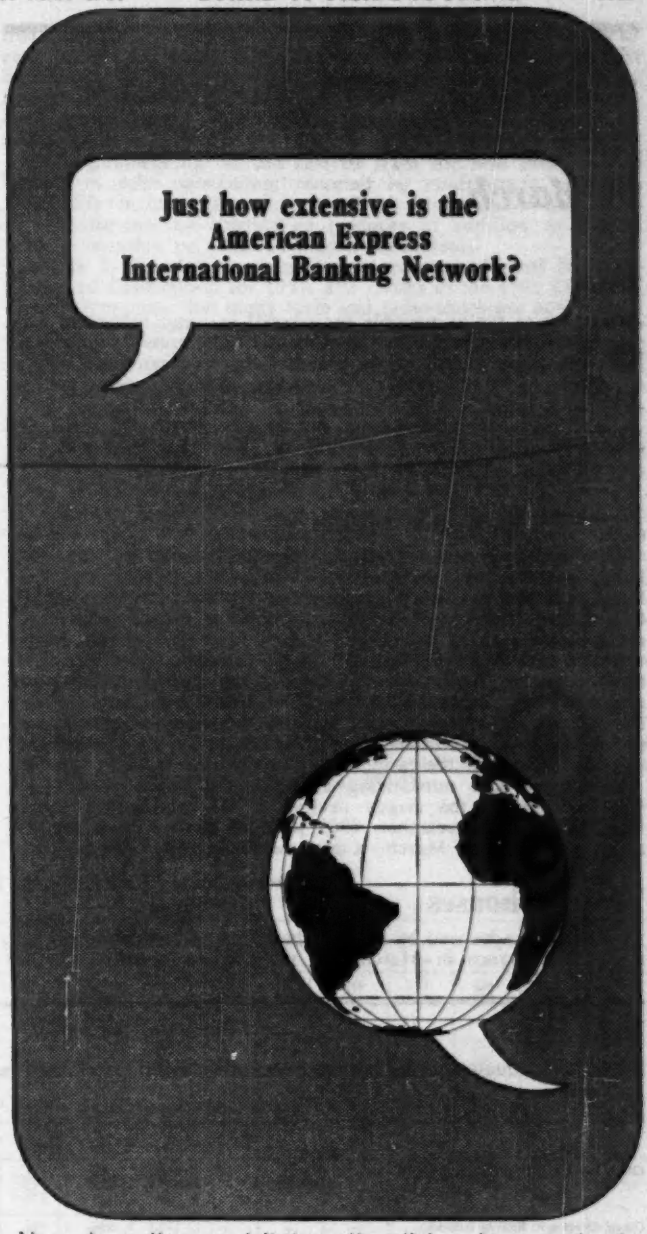

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Hire purchase business in March

ALLOWING as far as possible for normal seasonal influences sales on hire purchase and other instalment credit terms by household goods shops and new credit extended by hire purchase finance companies in March appear to have been about the same level as in recent months.

Total debt outstanding rose during the month by some £16 million to £985 million, £111 million higher than at the end of March 1963.

Household goods shops

Hire purchase and other instalment credit sales by household goods shops appear, after allowing for seasonal factors, to have been fairly steady in the first quarter of this year at a level slightly below that attained in the latter part of last year following a marked rise in May. Compared with a year ago sales in March were up by 6 per cent; furniture shops showed a greater increase at 9 per cent, while the hardware, radio and electrical goods group of shops increased by only 3 per cent. These increases were somewhat smaller than for January and February when the comparison with a year earlier was complicated by the low level of sales in 1963 due to the exceptionally bad weather.

Instalment debt outstanding to household goods shops as a whole continued the steady decline of £1 million per month from the higher December, 1963 level of £340 million to £337 million at the end of March—a decrease very largely seasonal.

Finance houses

New credit advanced by hire purchase finance companies showed a further advance in March, but the increase appears to have been due largely to seasonal factors. The underlying trend of new business has been fairly steady since the rise which took place in the autumn of last year.

Compared with a year earlier, total new credit advanced was up by 27 per cent. Private motor car business was again buoyant, rises of about one-third over a year earlier being shown for both new and used cars. Increased business was shown for most other main groups compared with March, 1963.

Direct debt outstanding to finance houses showed a marked rise of £17 million in March to £648 million at the end of the month—an increase of £85 million from a year earlier. Amounts owing by retailers under block discounting arrangements were unchanged at £45 million.

Notes on statistics

The statistics in this article are derived from monthly returns made to the Board of Trade by two types of contributor – household goods shops and finance houses. The household goods shops give the value of the goods sold on credit. Covered in this full credit price would be the full cash price, including the down payment, and, where the credit is provided by the shop, any credit charges. From these figures the index numbers of credit sales per week given in Table 3 are derived. These figures include all goods sold on instalment credit terms by the retailers concerned, whether they themselves finance the credit extended or whether this is financed by another organization, for example, a finance house. The contributors comprise electricity and gas showrooms, co-operative societies, department stores and multiple and independent retailers. Clothing shops, mail order houses and credit traders calling on customers for orders are not included.

The contributing finance houses, on the other hand, send in figures of the value of new credit extended, including credit charges, during the month. Down payments on the articles are not included. These figures form the basis of Table 4. In so far as goods sold by the household goods shops, whose credit sales comprise Table 3, are financed by direct agreements made between a finance house and the buyer, the new credit extended would also figure in Table 4, as well as being part of the value of sales covered by Table 3.

Both types of contributor also return monthly totals of instalments outstanding to them at the end of each period. These figures are brought together in Table 1. The estimates of debt owed direct to household goods shops relate to agreements entered into between customers and retailers. These estimates include the amounts outstanding on agreements which are subsequently discounted by finance houses. The debt outstanding on agreements made direct between finance houses and retail customers is, however, excluded from the debt owed to shops and included in the

Debt

Table 1—Estimates of hire purchase and other credit instalments outstanding

END OF PERIOD — £ million

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Owed directly to household goods shops	1962	304	301	296	293	292	294	295	297	300	304	308	318
	1963	316	313	311	308	311	313	315	319	323	324	329	340
	1964	339	338	337									
Owed directly to finance houses	1962	606	598	592	590	593	593	597	593	590	583	575	569
	1963	562	559	563	573	584	593	603	608	611	615	618	614
	1964	618	631	648									
Total of above	1962	910	899	888	883	885	887	892	890	890	887	883	887
	1963	878	872	874	881	895	906	918	927	934	939	947	954
	1964	957	969	985									

Table 1a—Commodity analysis of hire purchase and other credit instalments outstanding

END OF PERIOD — £ million

	1957	1961	1962				1963				1964
	Dec.	Dec.	March	June	Sept.	Dec.	March	June	Sept.	Dec.	March
Private and commercial motor vehicles and caravans	197	461	441	442	436	416	406	437	449	451	472
Farm and industrial equipment	21	68	71	70	68	66	67	65	70	73	78
Household goods (a)	221	366	343	343	352	372	368	369	380	397	396
Other goods	9	32	33	32	34	33	33	35	35	33	39
Total	448	927	888	887	890	887	874	906	934	954	985

(a) Includes pedal cycles.

total of instalments owed to finance houses. This total does not include the amounts which have been discounted with finance houses. Included with finance houses are some manufacturers who finance credit sales of their own products.

Table 2 gives total credit transactions of finance houses and household goods shops combined. For further details see Economic Trends No. 95, September 1961. The figures were revised in the *Board of Trade Journal* of August 17, 1962, in the light of more comprehensive information about deposits on household goods derived from the Family Expenditure Surveys. Returns from household goods shops for February 1964 covered five weeks, in order that dates for the standard periods of four, four and five weeks in each quarter, for which the bulk of shops report their figures, should be brought more into line with calendar months. The estimate of new credit extended for household goods in the first quarter 1964 consequently relates to 14 weeks, compared with 13 weeks in other quarters shown.

The repayment figures are derived from the new business and change in debt outstanding reported by contributors and thus necessarily include sums written off as irrecoverable and lump sum settlements of outstanding balances in addition to normal weekly, monthly or other periodical instalments.

Tables 1, 3 and 4 are based upon estimates derived from the Census of Distribution for 1957. The results of the 1961 Census of Distribution show that many cycle and radio shops are now classed as radio shops owing to a shift in the balance of their sales. Consequently, the category 'cycle shops, cycle and radio shops, perambulator shops', which was distinguished in Table 3 up to December 1962, is now combined with the radio and electrical goods shops pending the examination of the current kind of business of contributors which will be part of the re-basing of these monthly statistics on the Census for 1961.

The estimates in £'s million of goods sold on hire purchase and other instalment credit during 1957, on which Table 3 is based, are: furniture and furnishings shops, 138·32; of which multiple retailers, 58·76 and independent retailers, 59·80; hardware, radio and electrical goods shops, electricity and gas showroms, cycle and perambulator shops, 153·92; of which radio and electrical goods, cycle and perambulator shops, 98·80; department stores (household goods departments), 22·36. Total, household goods shops, 314·60.

The estimates in £'s million of the amount of new hire purchase and other instalment credit extended in 1957 by finance houses, on which Table 4 is based, are: private cars (new), 55·96 and (used), 122·36; commercial motor vehicles, 46·25; motor cycles, etc., 32·33; caravans, 7·03; farm equipment and tractors, 7·53; industrial and building plant and equipment, 17·02; household goods (including pedal cycles), 49·01; and all goods, 350·57.

Table 2—Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended			Repayments	Change in Debt
	For household goods	For other durable goods	Total		
1958	292	363	655	547	+108
1959	394	523	917	624	+293
1960	301	519	820	734	+ 86
1961	283	515	798	806	— 8
1962	301	437	738	778	— 40
1963	318	500	818	751	+ 67
1961 1st quarter	64	136	200	201	— 1
2nd quarter	69	164	233	210	+ 23
3rd quarter	72	126	198	202	— 4
4th quarter	78	89	167	193	— 26
1962 1st quarter	63	104	167	206	— 39
2nd quarter	69	128	197	198	— 1
3rd quarter	79	114	193	190	+ 3
4th quarter	90	91	181	184	— 3
1963 1st quarter	66	102	168	181	— 13
2nd quarter	74	146	220	188	+ 32
3rd quarter	83	133	216	188	+ 28
4th quarter	95	119	214	194	+ 20
1964 1st quarter	79(a)	150	229	198	+ 31

(a) Fourteen weeks.

New business of household goods shops

Table 3—Index numbers of value of goods sold on hire purchase and other instalment credit per week

Average of 1957 = 100

	Year	Jan.	Feb.	March (a)	April	May	June (a)	July	Aug.	Sept. (a)	Oct.	Nov.	Dec. (a)
Furniture and Furnishings Shops: Total (multiple and independent retailers, co-operative societies)	1962	98	96	94	100	105	104	115	108	113	124	131	140
	1963	93	87	94	105	114	102	121	110	122	128	140	148
	1964	106	104 (a)	102									
of which: Multiple retailers (b)	1962	103	100	94	102	106	114	126	115	118	131	139	151
	1963	101	96	98	114	120	115	132	117	130	140	147	161
	1964	112	114 (a)	105									
Independent retailers	1962	89	90	89	93	97	89	97	92	99	108	113	122
	1963	81	75	85	93	100	84	100	95	103	109	122	127
	1964	93	86 (a)	88									
Hardware, Radio, Electrical Goods, Cycle and Perambulator Shops: Total (multiple and independent retailers, co-operative societies, gas and electricity showrooms)	1962	89	89	93	88	98	116	118	112	116	120	127	136
	1963	97	97	102	96	112	119	118	118	128	129	135	140
	1964	108	107 (a)	105									
of which (multiple and independent): Radio and electrical goods, cycle and perambulator shops	1962	68	61	60	62	66	78	79	78	75	82	86	106
	1963	71	67	67	66	73	74	79	82	78	78	82	101
	1964	75	66 (a)	64									
Department Stores: Household goods departments	1962	142	114	111	117	120	121	148	122	134	153	160	155
	1963	138	109	111	116	129	112	155	119	134	158	172	162
	1964	152	118 (a)	114									
Total, Household Goods Shops	1962	97	94	94	95	103	111	119	111	116	124	131	139
	1963	98	93	99	101	114	111	122	114	126	131	140	145
	1964	110	107 (a)	105									

(a) Average of five weeks.
(b) Multiple retailers are defined as those having ten or more branches.

(*Continued on next page*)

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The rates quoted include postage at inland rates or by surface mail to addresses overseas.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1.

Monthly at £1 a year, post free:
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Quarterly at 7s. 6d. a year, post free:
Soap and Synthetic Detergents for July – September 1963.
Soap and Synthetic Detergents for October – December 1963.

Rubber stockpile disposals

SEVEN HUNDRED AND TWENTY-FIVE tons of rubber from the Board of Trade's stockpile has been sold this month for delivery as follows:

May	50 tons
June	205 tons
July	30 tons
August	440 tons

There is now approximately 525 tons of rubber remaining in the stockpile.

Digest of Scottish statistics

THE 23RD ISSUE (April, 1964) of the half-yearly 'Digest of Scottish Statistics' was published recently by H. M. Stationery Office price 5s. (5s. 5d. including postage). It is prepared by the Scottish Statistical Office and contains 52 tables arranged in seven sections:— industrial activity, transport and communication, labour, population and vital statistics, social services, finance, and miscellaneous.

The section on industrial activity includes the quarterly Index of Industrial Production in Scotland. This shows that industrial activity in Scotland for 1963 as a whole was about 2¼ per cent up on 1962. There was a progressive improvement through the year, the first quarter of 1963 showing only 1 per cent increase on the corresponding quarter for 1962, the second quarter 1¼ per cent, the third quarter 3¼ per cent while in the fourth quarter the increase was 6 per cent. All but two of the seventeen industrial groups covered contributed to this 6 per cent rise, the exceptions being shipbuilding and marine engineering (down by 18 per cent) and mining and quarrying (down by 5 per cent). Of the total net increase in the last quarter about three-quarters was due to increased activity in the construction industry (especially in house building), growing production at the new BMC and Rootes Group motor vehicle plants and the recovery in the iron and steel sections of metal manufacture from the low level of 1962. Compared with the last quarter of 1962, the output of the construction industry was up by 12 per cent, that of the whole vehicles group up by 37 per cent and total metal manufacture up by 22 per cent. Other notable increases contributing to the overall 6 per cent in the fourth quarter were from food, drink and tobacco (nearly 5 per cent), chemicals and allied industries (8 per cent), engineering and electrical goods (1½ per cent), textiles, leather and clothing, together nearly 4 per cent) and gas, electricity and water (nearly 7 per cent).

The orders for merchant shipbuilding obtained by Scottish yards in 1963 totalled 417,000 tons, more than twice the previous year's level and the highest total for any year since 1957.

The Board of Trade contributed much of the statistical information in the industrial activity section including information on the production of manufacturing industries and industrial building.

HIRE PURCHASE BUSINESS IN MARCH, continued.

New business of finance houses

Table 4—Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month

Monthly average 1957 = 100

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Private cars – new	1962	124	145	168	169	238	201	199	145	137	158	148	102
	1963	159	161	245	270	314	255	274	204	201	235	208	146
	1964	242	262	326									
Private cars – used	1962	96	121	134	138	179	162	169	152	126	133	111	78
	1963	81	104	151	168	188	160	181	162	149	163	141	112
	1964	147	176	197									
Commercial motor vehicles – new and used	1962	155	157	171	157	185	161	160	130	127	143	136	94
	1963	122	123	160	168	188	155	169	140	139	171	162	135
	1964	177	172	198									
Motor cycles, side-cars, power assisted cycles – new and used	1962	43	64	78	82	106	95	96	82	68	66	51	33
	1963	30	40	72	87	102	88	97	94	73	71	57	40
	1964	47	67	72									
Caravans – new and used	1962	95	127	172	175	222	205	217	198	160	153	115	76
	1963	74	98	178	242	235	216	231	209	177	173	136	93
	1964	112	145	195									
Farm equipment and tractors	1962	93	105	143	110	112	116	141	151	139	153	126	75
	1963	90	86	134	139	143	119	162	179	170	166	153	114
	1964	155	122	152									
Industrial and building plant and equipment	1962	254	300	337	266	302	254	286	212	216	235	209	181
	1963	233	217	312	295	329	276	339	260	264	313	312	263
	1964	366	386	380									
Household goods (*a*)	1962	118	98	90	88	110	105	120	115	107	120	117	110
	1963	128	96	108	107	124	105	120	120	118	133	127	128
	1964	148	117	122									
All goods (including goods not shown above)	1962	121	133	147	142	179	160	168	143	127	140	126	94
	1963	115	116	164	177	201	169	189	162	154	175	157	129
	1964	174	184	209									

(*a*) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

WHOLESALE PRICE INDICES

Pause in upward trend in materials prices

THERE HAS BEEN a pause in the upward trend of the materials prices index in the last two months. Lower wool prices have been an important influence. It is too early, however, to judge whether there has been an enduring change of trend. Prices of materials and fuel used in the non-food sector of manufacturing industry eased back a little in April; in relation to a year earlier the index was some 4 per cent higher. The index for the food sector moved up slightly in April, but was about 1½ per cent below the first quarter

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1963				1964	1963				1964			
		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	April	Oct.	Nov.	Dec.	Jan.	Feb.	March	April
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	102·1	102·1	101·5	106·3	106·9*	102·2	106·6	106·2	106·3	107·3	107·0*	106·4*	106·4*
	Basic materials	97·5	97·5	96·8	102·1	102·7*	97·6	102·4	101·9	102·1	103·2	102·8*	102·2*	102·1*
	Fuel	137·5	137·5	137·8	138·5	139·1*	137·6	138·2	138·8	138·6	139·1	139·1*	139·1*	139·0*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	103·6	104·2	104·2	106·1	108·0*	104·0	104·9	106·5	106·8	107·5	108·2*	108·3*	108·1*
	Basic materials other than fuel	97·7	98·4	98·3	100·4	102·5*	98·1	99·1	100·9	101·2	102·0	102·7*	102·9*	102·6*
211 to 229	Materials and fuel used in the food manufacturing industries.	98·7	97·5	95·9	106·1	103·9*	98·3	109·1	104·7	104·5	106·2	103·6*	101·9*	102·3*
263 to 277	Materials and fuel used in the chemicals and allied industries.	105·1	106·9	107·9	109·0	109·9*	106·6	108·6	109·0	109·4	109·8	109·8*	110·1*	109·8*
331 to 349 (excluding 342) 361	Materials and fuel used in the mechanical engineering industries.	130·6	130·7	130·7	131·4	133·1*	130·6	131·0	131·2	131·9	132·6	133·1*	133·7*	134·3*
	Materials and fuel used in the electrical machinery industry.	120·4	120·7	120·9	121·5	122·9*	120·6	121·2	121·4	121·9	122·4	122·8*	123·4*	124·1*
Order X	Materials and fuel used in the textile industries	94·5	95·6	96·0	100·1	102·4*	95·2	98·5	100·8	100·9	101·8	102·4*	102·5*	100·8*
Order XIV	Materials and fuel used in the timber industries	109·2	109·6	109·8	111·1	113·0*	109·3	110·3	111·2	111·8	112·5	113·1*	113·5*	113·5*
Order XV	Materials and fuel used in the paper industries	105·2	105·6	106·9	108·3	109·7*	105·5	107·4	108·7	108·7	109·7	109·8*	109·8*	109·8*
Order XVII	Construction materials	121·0	121·4	122·3	123·1	124·1*	121·2	122·8	123·1	123·3	123·8	124·1*	124·4*	124·9*
Part of Order XVII	House building materials	120·7	121·1	122·2	122·9	124·3*	120·9	122·4	123·1	123·3	123·9	124·3*	124·7*	125·4*

* Provisional figure.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1963				1964	1963				1964			
		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	April	Oct.	Nov.	Dec.	Jan.	Feb.	March	April
Orders III to XVI	All manufactured products: Total sales	119·0	119·5	119·9	120·8	121·5*	119·3	120·8	120·7	121·0	121·5	121·5*	121·5*	122·2*
	Home market sales	119·6	119·9	120·2	121·2	122·2*	119·8	121·1	121·1	121·5	122·1	122·2*	122·2*	123·0*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	120·3	120·8	121·3	121·8	122·7*	120·6	121·6	121·8	122·0	122·6	122·7*	122·9*	122·9*
	Home market sales	121·4	121·8	122·1	122·6	123·9*	121·7	122·3	122·5	122·9	123·7	123·9*	124·1*	124·2*
211 to 229	Products of the food manufacturing industries: Home market sales	113·3	113·1	113·5	117·1	117·5*	113·1	117·6	116·3	117·4	117·9	117·7	116·7*	118·1*
263 to 277	Chemicals and allied industries: Total sales	102·4	102·9	103·6	104·1	104·4*	102·8	104·0	104·1	104·2	104·2	104·4	104·6*	104·8*
	Home market sales	104·1	104·5	104·7	105·2	105·7*	104·4	105·0	105·1	105·4	105·4	105·7	106·0*	106·2*
311 and 312	Iron and steel industries: Total sales	129·0	128·7	128·7	128·8	129·0*	128·8	128·7	128·8	128·9	128·9	129·0	129·0*	129·0*
	†Home market sales	133·9	133·7	133·7	133·8	134·1	133·7	133·7	133·8	133·9	134·0	134·2	134·2	134·2*
Order X	Textile industries other than clothing: Total sales	104·8	105·4	105·9	106·8	108·7*	105·0	106·3	106·8	107·3	108·2	108·8	109·1*	109·1*
	Home market sales	103·0	103·6	104·0	104·9	106·7*	103·2	104·2	104·9	105·5	106·3	106·8	107·1*	107·2*
Order XII	Clothing and footwear: Home market sales	110·5	110·6	110·8	111·0	111·9*	110·5	110·9	111·1	111·2	111·9	111·9	112·0*	112·1*
Order XIV	Timber industries: Home market sales	112·0	112·1	112·3	113·3	115·5*	112·0	112·8	113·4	113·7	115·0	115·7	115·9*	116·2*
481 to 483	Paper industries: Home market sales	111·3	111·3	111·7	112·2	113·5*	111·3	112·0	112·1	112·4	113·1	113·5*	113·7*	113·8*
Order XVII	New construction‡	125	126	126	126	126*				126			126*	

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡ Index of building costs: figures relate to average for the quarter.

level this year; in relation to a year earlier it was 4 per cent higher. Output prices continue to rise. The index for home market sales by the non-food sector increased marginally in April to 124·2, compared with 123·9 in the first quarter of 1964 and 121·8 in the second quarter of 1963.

Materials and fuel used in broad sectors of industry

The slight rise in April in average prices for materials and fuel used in the food manufacturing industries was due entirely to higher prices for raw sugar; excluding this item, prices of food materials were again lower, making the fall since January nearly 5 per cent, due largely to the reduction in grain prices. The indices for the mechanical engineering industries and for the electrical machinery industry increased further under the influence of higher prices for many non-ferrous semi-manufactures. There was no change in the prices of materials used in the paper industries or of those used in the timber industries. The chemicals index fell back to the January/February level, and there was a fall of nearly 2 per cent in the textile index, almost entirely due to lower wool prices.

Prices of materials used in construction and in house building increased further, and both indices were some 4 per cent higher than a year earlier.

Output of broad sectors of industry

Higher prices for sugar and meat products were largely responsible for the increase of some 1 per cent in the index for the home market sales of the food manufacturing industries. There were small increases in the indices for each of the other broad sectors of manufacturing industry, with the exception of that for iron and steel which was again unchanged.

3 (a). Commodities produced in the United Kingdom — 1954 = 100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 21, 1964. (monthly averages)

	1963		1964		
	April	Oct.	Feb.	March	April
Coal†	156·1	151·5	156·6	156·6*	156·6*
Slates	150·7	161·1	161·1	161·1	161·1
Salt	114·0	114·0	114·0	114·0	114·0*
Flour	110·9	112·6	119·3	119·3	119·3
Sugar, refined	133·9	156·6	122·7	119·7	129·7*
Chocolate and sugar confectionery	106·3	107·1	107·5	107·8	107·9*
Beer	105·8	107·2	107·3	107·3*	107·3*
Tobacco and cigarettes	126·8	126·8	126·8	126·8	131·9
Hard coke	164·0	164·0	164·0	164·0	164·0
Motor spirit, standard grade (including duty)	109·4	109·4	109·4	109·4	109·4
Medium fuel oil (950 secs.)	138·9	138·9	138·9	138·9	138·9
Lubricating oils and greases	128·0	128·4	128·4	128·6	129·2
General chemicals	99·4	99·6	99·9	100·0*	100·0*
Pharmaceutical chemicals	65·8	65·8	65·7	65·6*	65·6*
Pharmaceutical preparations	98·5	98·1	98·4	99·0*	99·0*
Toilet preparations	128·2	129·7	131·8	132·6	132·8*
Paint for building and decorating	113·5	113·6	113·6	114·2	115·7
Soap	135·3	135·6	137·5	137·8	137·9*
Soapless detergents	100·7	100·7	101·2	101·2	101·2*
Synthetic resins and plastic materials	77·4	76·8	76·6	76·5*	76·5*
Steel sheets	133·7	132·3	133·0	133·0	133·0
Tinplate	119·8	119·8	120·3	120·3	120·3
Other steel goods (excluding tubes)	133·3	133·4	133·8	133·9	133·9*
Steel tubes	138·8	138·8	140·6	140·6	140·7
Iron castings	143·1	142·7	145·7	145·6	145·6*
Aluminium and aluminium alloy products:					
Extruded and drawn	132·3	133·4	138·8	142·2	142·2
Rolled	122·8	124·0	129·4	132·9	132·9
Castings	130·5	134·2	136·8	136·8	138·4
Forgings	128·7	128·7	133·9	133·9	133·9
Brass, ingot 65-35, B.S. 1400: B3, delivered	96·9	95·8	107·0	114·6	125·4
Photographic paper and films, etc.	123·2	124·8	125·4	125·4	125·4*
Spectacles, etc.	122·4	122·4	122·4	122·4	125·8
Dental goods	130·1	131·0	131·9	133·9*	133·9*
Gramophone records	119·9	138·5	138·5	138·5	138·5*
Domestic electrical appliances**	99·8	99·8	100·8	101·0	101·0*
Perambulators, etc.‡	122·7	122·7	123·9	123·9	123·9
Tools and implements	137·9	138·4	141·8	144·0	144·2*
Cutlery	130·0	130·4	131·7	131·8*	131·8*
Cutlery (other than razors and razor blades)	126·5	127·8	131·6	131·8*	131·8*
Spoons and forks	140·9	143·0	147·3	147·3	147·2
Galvanized cisterns, tanks and cylinders	145·0	151·1	157·1	157·1	157·1
Domestic hollow-ware	138·8	140·2	144·2	146·1	146·3
Domestic gas appliances	109·9	110·6	110·6	110·6	110·6
Cotton yarn	88·5	90·2	91·4	92·3	93·8
Spun rayon yarn	91·6	97·6	98·8	100·4	100·4*
Irish linen yarns (wetspun)	112·1	113·6	125·6	125·6	127·4*
Cotton cloth	95·1	95·0	97·4	98·3	98·4*
Linen	112·2	116·4	126·9	127·5	127·5*
Rayon and acetate fabric	111·1	110·7	112·2	112·9*	113·8*
Wool tops	87·8	90·6	99·2	99·2	97·0
Worsted yarns	95·8	96·6	103·2	103·0	101·5
Harris tweed	100·0	108·3	108·3	108·3	108·3
Serge cloth	95·7	97·0	102·9	103·4	103·1
Jute yarn	104·2	104·2	104·2	105·0	107·7
Jute piece-goods	105·9	112·4	112·4	112·4	112·4
Rope, twine and net	119·9	125·5	127·1	127·1*	128·2*
Hosiery and other knitted goods	95·1	97·0	98·0	98·1*	98·2*
Carpets and rugs	119·1	119·4	127·4	127·4	127·4*
Canvas goods and sacks	102·1	99·7	98·5	97·7	97·7*
Leather for footwear	104·6	104·3	104·8	104·3*	104·3*
Travel goods	118·7	120·0	123·5	123·5	123·6
Made-up clothing	109·6	109·9	111·0	111·1*	111·2*
Weatherproof outerwear	102·2	102·0	102·5	102·5*	102·5*
Men's and boys' tailored outerwear	111·2	111·9	113·0	113·0	113·0*
Women's and girls' tailored outerwear	107·1	108·0	109·7	109·7	109·8*
Women's and girls' light outerwear	108·4	108·4	109·5	109·5	109·5*
Footwear (excluding rubber)	112·2	112·2	113·0	113·1*	113·1*
Refractory goods, including bricks	144·6	145·4	145·4	145·4	145·4*
Non-refractory goods, including bricks	123·4	126·7	127·1	127·3*	128·8*
Building bricks, common, other than fletton, *ex works.*	124·7	128·0	128·4	129·1*	130·8*
Building bricks, fletton common, *delivered.*	115·8	119·3	119·3	119·3	119·3
Electrical porcelain	123·8	128·4	128·4	128·4	128·4
Domestic china and earthenware	136·0	136·3	137·1	137·1	138·9*
Glass (other than containers)	129·0	131·6	132·8	132·8*	133·1*
Glass containers	118·4	118·4	118·4	118·4	118·4

* Provisional figure. † This index is based on prices ruling on the last day of the month.
** Revised figure for January, 1964 = 100·5. ‡ Revised figure for January, 1964 = 124·1.

3 (a). (*Continued*). Commodities produced in the United Kingdom — 1954 = 100

(monthly averages)

	1963		1964		
	April	Oct.	Feb.	March	April
Cement, delivered	120·0	124·4	124·5	124·5	124·5
Abrasive paper and cloth	126·9	128·7	128·7	128·7	128·7
Cast stone and cast concrete products	108·9	111·1	111·6	111·6*	111·6*
Home-grown hardwood	97·4	101·5	101·9	101·8*	102·0*
Domestic furniture	116·3	116·7	119·0	119·2	119·3*
Bedding, etc.	109·1	109·1	110·3	110·3	110·3
Wooden boxes, packing cases, crates, etc.	115·4	116·1	118·8	118·8	118·4*
Paper and board	109·7	110·3	111·9	112·1*	112·2*
Cardboard boxes, cartons and fibreboard packing cases	110·1	110·5	111·9	112·2	112·2*
Wallpaper	131·2	131·7	133·8	133·8	133·8
Paper bags	112·2	118·4	118·4	118·4	118·4
Manufactured stationery	119·2	118·4	119·6	119·6*	119·6*
Other manufactures of paper and board	102·2	103·8	105·3	105·3	105·6*
Rubber tyres and tubes	123·4	123·4	123·4	123·4	123·4*
Rubber goods (other than tyres and tubes)	115·9	114·9	115·6	115·6*	115·6*
Rubber footwear	125·9	125·9	125·9	125·9	125·9
Linoleum and felt base	126·5	130·9	135·3	135·5	135·5
Brushes and brooms	135·2	135·2	138·3	138·3	138·8
Toys and games	118·9	119·0	120·9	121·0*	121·0*
Sports equipment	133·8	133·8	133·4	133·4*	133·4*
Pens and pencils	113·3	114·0	114·0	113·1*	113·1*
Other stationers' goods	126·9	126·9	130·3	130·3	130·3
Plastic mouldings	103·3	103·5	103·7	103·8*	103·8*

* Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom — 1954 = 100

(monthly averages)

	1963		1964		
	April	Oct.	Feb.	March	April
Hides and skins	80·3	74·6	76·5	76·4	76·4*
Imported	88·8	81·9	85·9	85·4	85·4
Native	67·5	63·6	62·4	62·9	62·9*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	115·4	117·8	117·9	121·7	123·1
Copper, ex-ship, wharf or warehouse	94·2	94·2	101·2	108·7	125·5
Lead, ex-ship, wharf or warehouse	60·0	72·2	83·9	84·2	85·3
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent., settlement price	122·3	130·5	154·1	149·2	144·9
Zinc, ex-ship, wharf or warehouse	94·8	102·4	125·4	128·5	138·5
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	113·4	110·3	120·3	124·8	124·8*
Palm oil, c.i.f., in bulk	93·3	97·6	100·2	100·0	100·0*
Whale oil, acid, soft, naked, ex-works	70·2	63·3	72·1	72·1	72·1*
Pyrites, c.i.f., United Kingdom ports	56·6	56·6	58·3	61·4	60·0
Rubber, No. 1 R.S.S. one month future	112·1	104·1	98·4	101·5	102·7
Sulphur, crude (for acid making), c.i.f.	67·8	65·6	62·9	62·9	62·9
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	154·6	159·0	156·8	158·2	158·7
Cotton, raw	71·7	79·5	72·8	72·9*	73·0*
Jute, raw, 'Mill Lightnings', c.i.f. Dundee	124·6	119·5	121·4	121·4	120·5*
Jute, raw, 'Mill Hearts', c.i.f. Dundee	110·7	114·5	115·6	116·3	115·5*
Silk, raw, delivered mill	162·3	120·0	114·8	113·5	112·5*
Sisal, East Africa No. 1 Grade, c.i.f. London	172·7	172·7	172·7	172·7	172·7
Wool, raw	86·1	91·5	102·6	101·9	97·6*
Crossbred, medium and coarse, c.i.f. U.K.	93·3	108·9	119·0	117·3	115·1
Crossbred, fine, c.i.f. U.K.	88·2	94·2	106·1	105·1	100·2
Merino, c.i.f. U.K.	82·4	83·4	94·0	93·2	87·5
Timber:					
Imported hardwood (ex-yard or wharf)	109·5	110·9	111·3	111·5	111·7*
Imported plywood (delivered to consumers)	99·9	99·8	101·2	101·3	101·3*
Imported softwood (delivered to consumers)	103·4	105·0	110·8	111·3	111·3*
Woodpulp, imported	93·6	97·2	100·3	100·3	100·3

* Provisional figure.

NOTES ON WHOLESALE PRICES

The notes on index numbers of wholesale prices (1954 = 100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 21, 1964.

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hilligate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7299 or 7216.

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Advertisement of Company Meeting

TRADE INDEMNITY COMPANY LIMITED

Mr. H. T. Silversides on Credit Insurance

THE 46TH ORDINARY GENERAL MEETING OF TRADE INDEMNITY COMPANY LIMITED was held on May 7 in London, Mr. H. T. Silversides (the chairman) presiding.

The following is an extract from his circulated statement:

In 1963 the gross premium earned amounted to £2,012,605; an increase over 1962 of 11·26 per cent. The net premium income amounted to £696,974, an increase on 1962 of 11·63 per cent. Both gross and net premium incomes were record figures. Claims paid in the year, less salvages received, amount in total to £465,677 gross and £200,093 after deducting recoveries from reinsurers.

Turning to the Profit and Loss Account, you will find credited £145,037, being the balance of the now closed 1961 Underwriting Account. In addition, there is credited the gross interest on investments and other income of £77,699. These total £222,736. From this must be deducted Income Tax and Profits Tax of £44,600, leaving £178,136 to be carried down below the line.

Below the line in the Profit and Loss Account will be found credited the balance brought forward from 1962 of £254,589 and also the surplus on realization of investments, less amounts written off, of £41,583, to give a total of £474,308. Your Directors propose that £100,000 now standing to the credit of Contingency Reserve, a reserve created as a wartime measure which is no longer applicable, should be transferred to General Reserve, together with an appropriation of a similar amount of £100,000 from the Profit and Loss Account. From the remaining Profit and Loss Account balance of £374,308 your Directors propose that a dividend at the rate of 20 per cent on the issued share capital, less Income Tax, should be paid. This will absorb £73,500, leaving £300,808 to be carried forward to the credit of the Profit and Loss Account.

General Remarks

1963 was a year of general economic expansion and of increased business activity, growing in momentum as the year drew to its close and experienced by nearly every sector of industry and commerce. Our own business naturally thrives in such a climate. The higher levels of industrial production and commercial activity last year were immediately apparent in the increased turnovers declared on our Whole Turnover policies, which account for most of our premium income. As a result, our figures of insured turnover and premium income last year both established new records.

On the sales side there was, perhaps inevitably under such conditions, some abatement in the level of enquiry for our facilities. Despite this, the volume of new business added to our books last year was not very far below that of 1962.

The reduction in the volume of demand from new applicants for our facilities, which seems automatically to occur in times of economic prosperity, proves all too clearly that credit insurance has, unfortunately, not yet become a habit with the majority of businessmen. Many, whilst readily insuring most of their balance-sheet assets year in, year out, against such hazards as fire and theft, only think seriously about insuring their trade debtors when a crisis is already upon them. Business failures like fire and other disasters are, unhappily, a regular occurrence in our modern society, whatever the prevailing economic conditions may be, and the wise man will insure against them.

In my last report to you I spoke of the decision of your Directors to extend our operations to Australia. Although we have only been writing business from Melbourne since July 1 last year, I am able to tell you that we have already encountered a high level of enquiry and that a number of policies have been closed.

As to the future, I feel confident that we can look forward to an even greater use of the service we offer. The economic expansion we have experienced over the past year seems likely to continue for some time yet and I have already told you how favourable such conditions can be for our own business. Even so, there are now, as always, clouds of uncertainty upon the business horizon and of these the greatest at the present time is the forthcoming General Election, for political doubts and comments by party spokesmen in such circumstances must have repercussions on the activities and plans of different sectors of industry and commerce. Another area of uncertainty lies in the possible effects of the bill to abolish resale price maintenance. If, as seems likely, this should become law in 1964, there are prospects of increased competition leading to a higher rate of business failure at the wholesale and retail ends of a number of trades which will be affected.

Altogether, I am sure you will agree that the disclosed position of your company is a strong one and that the prospects for its further beneficial progress continue to be good.

The report and accounts were adopted.

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The chemical industry in 1963

The following information brings up to date an article entitled 'The Chemical Industry in the first half of 1963' which appeared in the *Board of Trade Journal* of November 1, 1963 (pages 963 and 964).

THE SEASONALLY adjusted index of production in the chemical industry, comprising the sectors listed in Table 1, fell slightly to 132 in the first quarter of 1963 on account of the lower level during the exceptionally severe weather conditions of January and February, but rose sharply in March and averaged 139 in the second quarter. During the second half of the year the average trend in the first half continued; the seasonally adjusted index rose to 142 in the third quarter and 146 in the fourth quarter of the year. For the year 1963 as a whole, production was nearly 8 per cent above the average for 1962, and in the second half of the year a growth rate of 12 per cent per annum was attained, an expansion similar to that in two recent periods of rapid growth.

Table 1 shows the movements of the various sectors of the industry in some detail. With the exception of soap, detergents, etc., where production in 1963 was 3 per cent lower than in 1962 (due to reduced output of soap) and vegetable and animal oil and fats where there was no change, production in all other sectors in 1963 was above the level of 1962. The main feature of this wide pattern of expansion was the continued substantial rise in output of organic chemicals and plastics materials, two closely connected sectors. Compared with 1962, production of organic chemicals, which include some of the basic materials from which synthetic resins are derived, increased by 16 per cent. In the same period, production of plastics materials rose by 14 per cent, with output of thermosetting resins 7 per cent higher and that of thermoplastic resins up by 18 per cent.

Production of fertilizers, being to a large extent dependent on seasonal demand, registered a fall of 10 per cent between the first and second halves of 1963, but over the year was nearly 8 per cent higher than in 1962. In the sector covering other basic chemicals, an increase of 19 per cent in production of compressed gases during 1963 was one of the main factors contributing to the overall rise in production in this sector of the industry. The paint industry made a good recovery during the spring and early summer from the low level of production recorded in the first two months of the year and although output in the second half of the year only equalled that of the first half, production throughout 1963 was 4 per cent above the level of 1962. Other sectors of the industry whose output compared very favourably with that for 1962 were dyestuffs which rose by 10 per cent, pharmaceutical preparations where there was an increase of 7 per cent and toilet preparations which showed an increase of 6 per cent.

There was an upward trend in both imports and exports of chemicals during 1963, and although exports, at current prices, were 7 per cent higher than in 1962, imports rose by 18 per cent in the same period. Increased exports of organic chemicals and plastics materials were mainly responsible for the rise in this field, as there was little significant change in the value of exports of other chemical products; in fact, exports of medicinal and pharmaceutical products were 4 per cent lower in value than in 1962. Similarly, the increase in the value of chemicals imported during 1963 was largely due to organic chemicals and plastics materials.

The price index of the total sales of the chemical industry in 1963 was on average only fractionally higher than in 1962 (Table 2) although the price of inputs rose on average rather more than the price of outputs. The price index of home market sales remained virtually unchanged by comparison with 1962.

Employment in the industry continued to decline during 1963, with a 1 per cent fall in the labour force compared with 1962; this, in an industry of steadily rising production, shows a considerable gain in output per man.

Figures for January and February 1964 are not yet complete, but indications are that production in the chemical industry generally was well maintained at the level reached in the last quarter of 1963, with organic chemicals and plastics materials continuing their upward movements and production of fertilizers rising sharply.

Table 2.—Movement in prices in the chemical industry, 1958-1963

(1954=100)

	1958	1959	1960	1961	1962	1963
Materials and fuel used (a)	107	108	108	108	105	107
Total sales (a)	105	105	104	103	103	103
Home market sales (a)	106	107	106	105	105	105
Of which:						
General chemicals	108	107	105	104	102	99
Pharmaceutical preparations	100	99	99	98	98	98
Plastics materials	92	88	86	81	78	77

(a) Including the Lubricating Oils and Greases sector (Minimum List Heading 263) in addition to the Chemical Industry as defined in the rest of this article (Minimum List Headings 271-277 of the Standard Industrial Classification, 1958).

Table 1.—Production in the chemical industry

	Per cent weight (c)	Index of Production 1958 = 100									
		1958	1959	1960	1961	1962	1963	1962		1963	
								Jan.-June	July-Dec.	Jan.-June	July-Dec.
Dyestuffs	3·9	100	125	141	138	135	149	136	134	138	160
Fertilizers	4·2	100	108	117	118	119	128	123	115	135	122
Other chemicals:											
Organic chemicals (a)	11·0	100	119	148	147	165	191	160	170	183	199
Inorganic chemicals	10·6	100	111	122	121	124	130	125	124	129	131
Other chemicals, gases, etc.	19·1										
Explosives	5·1	100	107	116	116	121	128	122	119	129	126
Miscellaneous chemical industries (b)	5·2										
Plastics materials	7·8	100	123	147	148	167	190	164	169	184	195
Paint and varnish	9·3	100	110	112	112	110	114	114	107	114	114
Pharmaceutical preparations	10·8	100	113	125	138	142	152	146	138	155	150
Toilet preparations	3·4	100	110	122	125	123	130	117	130	121	139
Soap, detergents, etc.	6·4	100	103	106	106	108	105	111	106	108	101
Vegetable and animal oil and fats	3·2	100	108	106	106	110	110	111	109	114	106
Total chemical industry	100·0	100	111	123	125	130	140	131	130	139	141
Total chemical industry seasonally adjusted		100	111	123	125	130	140	128	133	136	144
Total all UK productive industry seasonally adjusted		100	105	112	114	115	119	115	116	115	122

(a) Including coal tar chemicals. (b) Adhesives; polishes; insecticides, disinfectants, etc.; printing ink. (c) Per cent of net output (excluding amounts paid for services) in 1958.

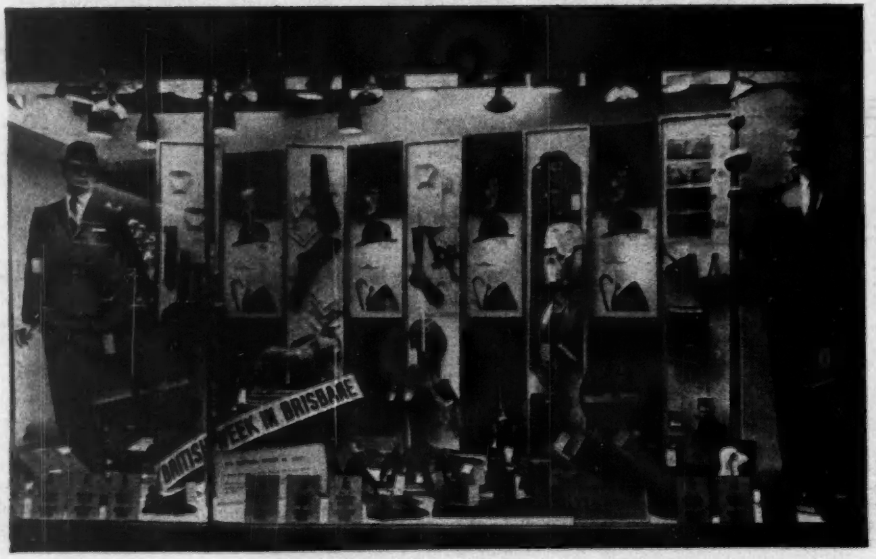
BRITAIN COMES TO

The 'British Week' in Brisbane (April 9 to 18) added further impetus to the promoti with massive participation in the Melbourne International Trade Fair last February and Hobart, will be further emphasized at the 'British Weeks' in Perth (May 16 to 2 culminate in the British Exhibition and Fortnight at Sydney in September.

The primary object is to get British consumer goods stocked and displayed by the s promised and given. British exporters are urged to take advantage of the opportuni encouraged, and there is a publicity campaign to induce Australians to come to Bri

At left: Mr. Alfred Howard, Town Crier of Lambeth and Cromer, who attended official functions and toured Brisbane suburbs on a scooter, welcomes Miss Diana Westbury, Miss United Kingdom, on her arrival at Brisbane Airport. Photo: Brisbane Telegraph.

At right: Official opening of the 'British Week' by Lord Mayor of Brisbane on the steps of City Hall.



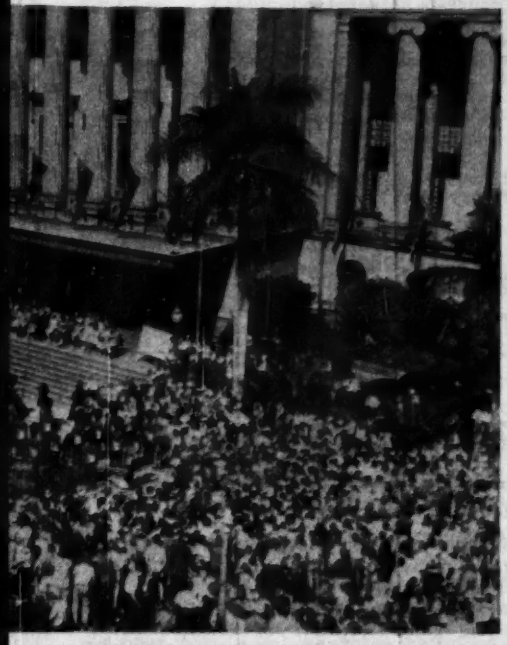
Top left: The prize-winning window display of W. H. Paling & Co. Bottom left: Rothwells' 'British Week' window display showing what the modern Briton wears.

Right: The Weedmans' display showing some British elegance of past centuries.

RISBANE

mpaign for British exports, which began
ued through 'British Weeks' in Adelaide
Canberra (August 6 to 15), and will

ose co-operation has been readily
red, visits by British businessmen are



The band of the Scots Guards (above) marched through the streets leading the 'British Week' procession which was watched by a crowd estimated at around 30,000, completely blocking the main streets (below).

Photos: Brisbane Telegraph.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, May 8, 1964.

Where the title appears in italics the film forms part of a series. BR/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Woman of Straw	United Artists Corporation Ltd.	Novus Films Ltd.	Br/E 29380	117	May 4
Look at Life Series 21: *Winning the Hard Way*	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 29382	9	May 4
County of the Clyde	United Artists Corporation Ltd.	Anglo-Scottish Pictures Ltd.	Br/E 29383	19	May 5
Country of the Vines	" "	Harold Baim Productions Ltd.	Br/E 29384	24	May 5
Movietone News 1821A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29019	7	May 8
Movietone News 1822	" "	" "	Br/E 29020	9	May 8
Pathe News 64-37	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29084	7	May 8
Pathe News 64-38	" "	" "	Br/E 29085	10	May 8
		FOREIGN			
The Wheelchair (El Cochecito)	Contemporary Films Ltd.	Films 59, Madrid	F 29381	81	May 4
Law of the Lawless	Paramount Film Service Ltd.	A. C. Lyles Production	F 29385	86	May 6
West Point Athletes	" "	Paramount Pictures Corporation	F 29386	9	May 6
Muggy Doo Boy Cat	" "	" "	F 29387	6	May 6
The World Starts Next Door	" "	" "	F 29388	11	May 6
Festival of the Bulls	" "	" "	F 29389	8	May 6
Born Hunters	" "	" "	F 29390	20	May 6
Wyoming Snapshoot	" "	" "	F 29391	19	May 6
Rikki and Her Men	Gala Film Distributors Ltd.	ASA Filmudlejning, Copenhagen	F 29392	104	May 7
Four Women for One Hero (Homenaje a la hora de la Siesta)	" "	Procidia, Paris, and Angel Films, Buenos Aires	F 29393	85	May 7
The Silence	" "	Svensk Film Industri, Stockholm	F 29394	94	May 7
A Short Memory (La Memoire Courte)	" "	Contact Organization, Paris	F 29395	61	May 7

CORRECTIONS TO THE REGISTER:

The registration particulars of the following films have been corrected as shown below:

'The Son of Captain Blood' (F 28640) registered on June 24, 1963, has been corrected to include the additional maker: Compagnia Cinematografica Mondiale, Rome, Italy.

'Natika' (F 29305) registered on April 2, 1964, has been corrected to show the maker as Omega Films Incorporated, Rome, Italy.

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British films quota returns - 1963

RETURNS of films exhibited in 1963, which all exhibitors are required to make under the Films Act, 1960, have now been examined by the Board of Trade.

The Act provides that cinemas must show prescribed proportions of British films. For the year ended December 31, 1963 the standard quotas were again 30 per cent for films shown as first features and 25 per cent for films (second features and short films) in the 'supporting programme'. Of the 1,972 cinemas (excluding 150 cinemas exempt from quota) covered by the examination, 298 cinemas which satisfied the conditions of the Act regarding quota relief had reduced quotas prescribed ranging from 12½ per cent to 28 per cent instead of the standard first feature quota of 30 per cent; and 281 of these, playing double feature programmes, had reduced quotas ranging from 12 per cent to 23 per cent for supporting programme films. After allowing for these quota reliefs, the average prescribed quotas for the 1,972 cinemas were 29 per cent for first feature and 24 per cent for supporting programme.

The main points of the analysis are:

The average proportion of British films exhibited at all cinemas for first feature and for the supporting programme was again well above that prescribed. The proportion for first features – 39·9 per cent – was an improvement on the previous year's level of 36·6 per cent. The figures for supporting programme have also improved – 45·2 per cent against 44·1 per cent.

Of the 1,972 cinemas covered, 94 per cent achieved or exceeded their first feature quotas (against 92 per cent the previous year) and 97 per cent their supporting programme quotas (the same as the previous year). 125 exhibitors failed to fulfil their prescribed quotas in respect of first feature films and 64 failed in respect of supporting programmes. The majority of these failed by only a small margin and in many cases this reflected the fact that their competitors had shown more than the prescribed quota of British films.

The average first feature film quotas achieved by the major circuits were 41 per cent for Rank cinemas and 47 per cent for ABC cinemas. The figures for supporting programme were 54 per cent and 55 per cent respectively.

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
May 20	The sale will include 78 timber built and asbestos roofed hutments to 172 ft. by 52 ft., four steel framed buildings each approximately 290 ft. by 60 ft., three steel framed half hangars each approximately 90 ft. by 60 ft., 20 thousand-gallon water storage tank and tower, tanks, large and small boilers, kitchen equipment.	Royal Air Force, Chigwell, Essex.	Sworder Son & Gingells (AFD1), Chipping Ongar, Essex. (Tel. Ongar 2206/7).
May 28	Miscellaneous stores and equipment	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son (AFD1), 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).
May 28	The sale will include steel framed shed 145 ft. by 100 ft., various timber, brick and Seco huts of various sizes, catering equipment, and miscellaneous stores.	Royal Air Force, Bridgnorth, Salop.	Nock Deighton & Son (AFD1), 52 Whitburn Street, Bridgnorth, Salop. (Tel. 2203/4).
June 24	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

Catalogues for the above sales may be obtained within fourteen days of the advertised dates of the sales on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

TENDER SALES

The Air Force Department will shortly offer for sale by tender (a) barrage balloons and (b) 16 mm. sound projectors in unused condition. Apply within seven days of the date of this notice to Ministry of Defence, A.F.C.19(a) (Air), Turnstile House, High Holborn, London, W.C.1.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
May 21	Plant, engineering, electrical, miscellaneous stores.	Technical Stores Sub-Depot, Wem, Salop.	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel. 2081).
May 26	Machine tools, clothing and textiles, electrical equipment and miscellaneous stores.	Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 50-52 Merrion Street, Leeds, 2. (Tel. Leeds 20898).
June 4	Machine tools and miscellaneous stores including:	Ordnance Storage and Disposal Depot, Rotherwas, Hereford.	Russell, Baldwin & Bright Ltd. (Dept. L); 20 King Street, Hereford. (Tel. 4366).

Lathes; grinders; presses; borers; drills; millers; sawing machines; two Rapier 6/7-ton cranes; battery electric platform trucks; fourways conveyor; metal pallets; wooden tent bottoms; webbing haversacks; pistol cases and cartridge carriers; motor cyclists' coats; hacksaws; fold flat tables and forms; used tyres; Humber and other M.T. spares; tent poles; marquee side wall sections and other tent equipment; suitcases; carpets; clothing; steel helmets; fold flat and other chairs; tables; wardrobes, and miscellaneous furniture; surveyors' levels and other equipment; generators and spares; portable winches; jib cranes; aircraft and rocket spares; electrical and wireless spares; portable forges; welding sets; electric drills and miscellaneous tools; wire rope; hand water pumps.

June 18	Vehicles and miscellaneous stores	Ordnance Disposal Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER

1,500 ton H.S. steam hydraulic forging press, by Duncan Stewart & Co. Ltd., stroke of press 4 ft. 6 in., column centres (front) 9 ft., column centres (side) 4 ft., column size 14 in., width of sliding table 5 ft. 3 in., steam supply pressure 170 p.s.i. saturated at intensifier stop valve. Hydraulic pressure required one ton per sq. in.

Location: Royal Ordnance Factory, Nottingham.

Application for tender forms to Ministry of Defence, Directorate of Sales 4 (b) (ii), First Avenue House, High Holborn, London, W.C.1. Tender forms must be returned by 10 a.m. May 27, 1964. Permission to view on presentation of tender forms only.

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Exhibitions and Fairs

Hanover fair offers opportunity to British firms

A report from the British Consulate General's Office, Hanover

THE HANOVER Air Show which is held biennially at Langenhagen Airport, Hanover, was opened by Herr Carlo Graaff, Lower Saxon Minister of Economics and Traffic on April 24. On April 26 Dr. Erhard, the Federal Chancellor, opened the German Industries Fair. Both ceremonies were attended by a large gathering of politicians, diplomats, businessmen, industrialists and leading personalities from the Federal Republic. Herr Alfred Kubel, Lower Saxon Minister of Agriculture and chairman of the Hanover Fair Company, welcomed the speakers and guests at both opening ceremonies, namely Professor Dr. Ing K. Thalau, president of the B.D.L.I. (Federation of the German Aviation Industry), and Minister Graaff at the Air Show, and Herr Fritz Berg, president of the German Industries Federation, Sir William McFadzean, chairman of the British Export Council for Europe (speaking on behalf of the foreign exhibitors) and Dr. Erhard, at the Hanover Fair.

The simultaneous holding of these two events which attract to Hanover, with a population of 600,000, about one and a half million visitors in the ten days, puts a heavy strain on the resources of the city. Only superb organization and unrivalled exhibition facilities enable the organizers to overcome most of these difficulties. The accommodation problem is the main worry for the special Hanover tourist office responsible for housing its Fair guests. Hotels and private houses in the city and neighbouring towns are booked months ahead and many visitors have to make the daily journey to the fairground from as far afield as Bremen, Brunswick and Hamburg. Busy industrialists and businessmen rightly resent this inconvenience and the fair and town authorities are well aware that they will have to solve this problem if they are to maintain the success of the fair.

One question recurs every year. Is the fair too big? The authorities do not think so. This year some 581 exhibitors—110 more than last year—from 29 countries participated. The 24 halls cover 3,969,700 square feet (the same as in 1963) and the open air section offers a further 2,439,600 square feet (compared with 2,343,300 square feet in 1963). There is parking space for some 44,000 cars. Of the exhibitors 23.5 per cent came from foreign (*i.e.*, non-German) countries. In spite of this growth many former exhibitors have pulled out in favour of the specialized Trade Fairs because they feel that Hanover is too large and cumbersome. This fair is, however, really a collection of displays by separate branches of industry segregated in the appropriate halls. Any space vacated in them is quickly snapped up as there is always a waiting list of potential exhibitors from Germany and other countries. Bearing this in mind, British candidates for space should apply as early as possible to Schenker & Co., the London agents of the Fair company.

As in former years the strongest group of exhibitors came from the mechanical engineering branch with over 1,750 firms, followed by the electrical branch with 1,328, and the office equipment section with 635 exhibitors. The consumer goods industries now take about 40 per cent of the covered space, which is an increase on previous years. The United Kingdom with about 170 firms was well represented in most branches and was the third largest foreign exhibitor after France which had 258 participants and America with 174. Figures are misleading, however, as it is often difficult to identify the origin of exhibitors when firms' agents in Germany often display products unknown to their principals. This year only 77, less than half the British stands, were the firms' own stands; the remainder were either displays by their subsidiaries in Germany or on the agents' stands.

There were two joint venture displays, the Stationers Association of Great Britain and Ireland with 11 member firms and for the first time BEAMA with seven British exhibitors. Both these groupstands were well designed by the Central Office of Information. Good use was made of the limited space to show off the wide range of stationery and electrical products to best advantage and most firms were more than satisfied with the number of serious inquiries from potential buyers, not only from Germany, but as is more often the case in Hanover, from other countries. Some participating firms were able to contact agents and others made alternative arrangements for the import and distribution of their products in Germany. This encourages one to believe that these 'joint ventures' are well worth while provided our firms return to Hanover to consolidate any foothold in Germany which their showing establishes.

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 1080.

In addition to these two officially sponsored ventures there were two independent group stands: the British Electronic Centre, comprising 11 firms showing electric components with its well established communal Information Office; and the seven British woodworking machine firms with their Machine-tool Trade Association information stand. These are experienced exhibitors who value the fair for the opportunity it provides for furthering business, especially in other countries.

Sir Frank Roberts, H.M. Ambassador, Mr. Melville, H.M. Minister (Economic), Bonn, and Mr. Welbore Ker, H.M. Consul General, Hanover, attended the opening ceremony on April 26 and were taken on a tour of many of the British stands at the Air Show and the main fair, and later Lord Drumalbyn, Minister of State Board of Trade, Mr. Royce, Counsellor Economic at Bonn and the Consul General were conducted round other British stands. In addition to the Group exhibits already mentioned, they saw some of the United Kingdom displays of china and porcelain, diesel motors, gas-turbines, hydraulics, office equipment and electric and domestic hardware. Time did not permit visits to all the British stands – two leading silverware firms who were showing for the first time, and the stands in the welding, plastic, mechanical handling, hand tools, optics and building engineering branches. At the Hanover Air Show the British Aircraft Industry was strongly represented by its leading members and they were well supported by the Ministry of Aviation whose Information Stand had a composite display illustrating the Government's co-operation with industry in the field of aviation and space research. The United Kingdom had 32 individual stands and took second place after France, with about 40 among non-German participants, but the quality of the exhibits was second to none.

The Consulate General in Hanover had its usual Commercial Information Office in the International Centre on the Hanover Fairground to help British exhibitors and to furnish information to commercial visitors. As an innovation there was a British tourist display which was only too successful as the staff had to cope with hundreds of inquiries from potential visitors. Next year the British Holidays and Travel Association will be asked to help man the office to enable the commercial staff to devote more time to business visitors during the Fair when Hanover is the meeting place for manufacturers and their customers from Europe and overseas. On May 1 over 190,000 visitors were on the Fairground and a good proportion of them come to Hanover to see what Western Germany and the other 29 participating countries have to offer. It is an opportunity which more British firms should grasp by exhibiting at this great industrial Fair.

Sir Frank Roberts, H.M. Ambassador, British Embassy, Bonn (centre), Mr. E. Melville, H.M. Minister (Economic), British Embassy, Bonn (second left) seen on the Thomas Robinson stand in the woodworking machine section of the Fair.

British successes at Floralies Internationales, Paris 1964

WHEN INSIDE the Centre National des Industries et Techniques, Palais de la Défense, last week it was difficult to believe that one was also in a suburb of Paris. It seemed more like a garden of Eden, for horticulturists from many parts of the world had assembeld under its roof, the most beautiful flowers and plants. The preparations for such a display are intricate, not only for the organizers but more so for the participants. Delicate flowers requiring very careful handling and packing were brought to Paris, and this had to be timed so that they would be in bloom for the ten days during which the Floralies Internationales was on. The thought only of this intricate operation is enough to deter many an expert gardener from participating in this world-famous exhibition, but members of the Federation of British Horticultural Exporters, Ltd. regarded it as a challenge to their skill.

They exhibited in three of the five divisions of the show. Over 10,000 plants, shrubs and ornamental trees were sent from Britain for the displays in the ornamental division. Eleven British horticulturalists created a Woodland Garden, with a lawn worthy of Britain, hedged by rhododendrons, azaleas, lilies and heathers. This won the admiration of many visitors, including Sir Pierson Dixon the British Ambassador, and Lady Dixon, who were rightly proud of their own countrymen's achievements. It was also justly admired by the judges who awarded it a Second Grand Prix d'Honneur. Seventeen other participants took part in the hot-house section, which exhibited, among other exotic flowers, orchids belonging to H.M. the Queen. This display won for Britain another award – a Prix d'Honneur. Britain also scored notable successes in the competitive classes – for saintpaulias, odontoglossums, eodiacums, peperomias, the best cymbidium in the show, as well as for other exhibits too numerous to mention here.

Quite naturally, at such an exhibition, one's attention is normally directed towards the colourful displays of the ornamental division, but this would not be possible without the assistance of fertilizers, weed-killers, gardening tools, etc. Seventeen British firms, also members of the British Federation of Horticultural Exporters Ltd., presented an imposing display of such items. They were not in competition with, but were complementary to, each other, each exhibiting different goods and material – ranging from a hose connection to a greenhouse – necessary for the gardener.

These manufacturers were grouped together in an impressive stand designed and constructed by the Central Office of Information. Most of these exhibitors came to Paris in March for a 'Pre Floralies' display of their goods and were well satisfied with the results of their efforts then achieved. At this international show, however, numerous enquiries were received not only from French horticulturists, but also from enthusiasts from other countries, and the world-wide publicity brought to their wares by Floralies 1964 is expected to prove that this 'joint-venture' was very much worthwhile.

All members of the Federation appreciated the financial support given by the Board of Trade which made their presence in Paris a practical proposition.

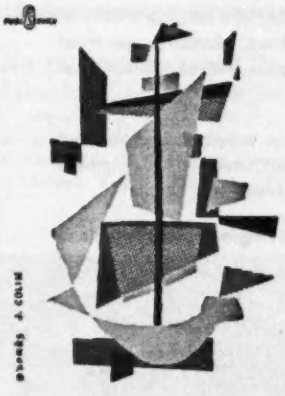
British caravan display in Sweden

THE BOARD OF TRADE is again collaborating with the National Caravan Council in organizing a display of British caravans at the Swedish Trade Fair, which opens in Gothenburg today until May 24. Ten manufacturers are taking part in this official British display, which occupies open-air sites covering a combined area of more than 10,000 square feet. There are 37 caravans in the display, mainly of the lightweight, fast-touring variety, together with some longer and heavier versions to interest those requiring a weekend 'cottage' or a movable home.

The Board of Trade is also installing in the Fair as a separate exhibit an inquiry bureau – to give information generally about British industry – staffed by the British Consulate-General in Gothenburg, and the British Travel and Holidays Association.

This is the 47th Swedish Trade Fair at Gothenburg, and is one of Sweden's major annual exhibitions which attracts visitors, buyers and exhibitors from many parts of the world. The official British display follows a successful venture by the caravan industry at the same event last year, and also at the British Trade Fair, Stockholm, in 1962.

Britain exported more than £3·3 million worth of caravans last year, compared with £2 million worth in 1962. Of these figures, Sweden's share amounted to £0·2 million and £0·5 million respectively. The number of British caravans sold in Sweden has risen from 168 in 1959, to 1,772 last year.



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IBSAC 64 will occupy the whole of the 1,000,000 sq. ft. site of the former Crystal Palace exhibition buildings and terraced gardens. This site was used in 1961 and again in 1963 for the highly successful International Construction Equipment Exhibition. Within 25 minutes of Central London, the site offers full facilities, including a seven-acre car park.

IBSAC 64 is promoted by Ibsac Limited, sponsored by the National Federation of Building Trades Employers and organised by Industrial and Trade Fairs Limited.

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DAILY 10 a.m. till 6 p.m. LAST DAY 10 a.m. till 5 p.m.

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Commonwealth House, 1-19 New Oxford Street,
London, W.C.1.
Tel: CHAncery 9011

Ministerial visits to Dusseldorf's 'British Week'

MR. EDWARD HEATH, Secretary of State for Industry, Trade and Regional Development, is expected to open the 'British Week' in Dusseldorf on May 23. Lord Drumalbyn, Minister of State, Board of Trade, is also to visit the 'British Week' in its final stages. Sir Richard Powell, Permanent Secretary of the Board of Trade, is to address a symposium arranged by the Dusseldorf Chamber of Commerce on May 25, on the subject of 'The Place of Britain and Western Germany in World Trade'.

Other Ministers who are due to attend some part of the 'Week' are Mr. Robert Carr, Secretary for Technical Co-operation; Lord Dundee, Minister of State, Foreign Office; and Mr. Brian Faulkner, Minister of Commerce in the Government of Northern Ireland.

The event has been organized by the Board of Trade, in association with the Export Council for Europe, H.M. Consulate-General in Dusseldorf, the City of Dusseldorf and other interests in North-Rhine Westphalia. Some hundreds of stores in the city and the surrounding region will be making special displays of British goods, and there will be a considerable range of supporting features.

A fully-furnished prefabricated house and a Council of Industrial Design display will be among exhibits in the Europa Halle, which will also feature a Scotch whisky bar; with a British motor show in an adjoining hall. There will be a British aviation display at Lohausen airport, and a Vickers hovercraft will be demonstrated on the Rhine. British Nylon Spinners will show fashions. There will be performances by the Royal Ballet, the London Symphony Orchestra, the Bristol Old Vic, and the Philomusica Chamber Orchestra.

Sir William McFadzean, chairman of the Export Council for Europe, will be in Dusseldorf throughout the 'Week' as the senior representative of British industry.

A full report of the 'Week' will be published in the *Board of Trade Journal* on May 29.

Some members of the British Consulate-General's office in Dusseldorf during a visit to a display organized by Park Cake Bakeries Ltd., at the Park Hotel, Dusseldorf, as part of their sales operation before the 'British Week' which opens on May 23. In the photograph are (left to right) Herr L. Starck, Commercial Officer, Mr. L. J. Taylor, Vice-Consul, Mr. R. Link, Consul (Commercial), and Mr. B. P. Clayton, export manager, Park Cake Bakeries Ltd.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 *Tothill Street, London, S.W.*1. *(Tel. Abbey* 6376).

Resounding British success at Detroit engineering exhibition

A report by W. E. Williams, Consul (Commercial) British Consulate-General Detroit

THE 1964 ASTME Engineering Conference and Tool Exposition held at Detroit's Cobo Hall from April 20 to 24 attracted record crowds of metal working plant executives, tool and manufacturing engineers, purchasing engineers, tool designers, product designers, operating and maintenance engineers. It is confidently expected that the previous attendance record of 40,000 will be passed. During the exhibition 108 papers were read by various experts on technical subjects. A full set of these papers will be available at the Export Services Branch, Board of Trade, Hillgate House, Old Bailey, London, E.C.3, towards the end of May.

The hall itself has been described as the finest on the North American Continent, and ideal for all manner of exhibitions and conferences. British participants have said that the facilities offered are equal to any they have met with in any other parts of the world. More than $50,000,000 worth of machine tools and accessories, cutting tools, fixtures, numerical control systems, automation equipment, inspection and gauges equipment, materials handling equipment, welding equipments, materials and miscellaneous metal-working production equipment and supplies were on display. The exhibition is sponsored annually by the 38,000-member American Society of Tool and Manufacturing Engineers.

Apart from the officially sponsored British stand totalling some 8,000 sq. ft., there were numerous other British manufacturers whose products were shown on their United States distributor stands. Following the British, the largest foreign exhibitors were Japan with an aggregate of 6,000 sq. ft., West Germany with 3,000 sq. ft. and Sweden with 2,000 sq. ft. Other exhibits came from Czechoslovakia, Italy, Belgium, Switzerland, Poland, Austria, Portugal and France. More than 50 per cent of the foreign exhibitors have already signed up for the 1965 ASTME Exhibition which will be held in the Public Auditorium, Cleveland, Ohio. About two-thirds of the 200,000 sq. ft. of floor space is already spoken for. The show will return to Detroit during 1966 and again during 1970.

It is difficult to speak with traditional modesty about the success that has been enjoyed by British exhibitors. For example, a leading Midlands machine tool manufacturer booked orders from the stand in excess of $170,000. He received over 100 promising leads which could produce very substantial business for this enterprising firm. A Scottish subsidiary of a United States firm had on display a machine conceived, designed and built in Scotland. Orders were received for that machine, in total value close to $400,000. The Canadian subsidiary of another British manufacturer sold 'off the stand' tools to a value of $30,000 for largely machines, centre lathes and milling machines. This organization has on hand over 150 firm inquiries which

A general view of the American Society of Tool and Manufacturing Engineers' Exhibition at Cobo Hall, Detroit.

(Continued on next page)

Detroit engineering exhibition (*continued*)

should result in substantial orders for the United Kingdom. One particular maker of a milling machine did not get his equipment into the exhibition hall until the second day of the show. During the next 24 hours he sold 15 of his machines 'off the stand'. In addition he secured effective dealership representation throughout the country.

In attendance at the show were a number of commercial officers drawn from British Government offices at Washington, New York, Chicago, Cleveland, Detroit and Toronto. These experienced men were at full-stretch rendering every possible assistance to British exhibitors. Within the hall itself and through contacts in their various territories they were able to initiate many distribution arrangements, and in certain cases manufacturing under licence proposals between British and North American concerns. At this stage it is safe to say that at least 90 per cent of British participants succeeded in their several missions.

Special tribute goes to the Gauge and Tool Makers Association. The untiring efforts of their secretary Gilbert Beach and the aggressive selling campaign of the 20 members taking part has produced business far exceeding expectation. From this small beginning, which has produced orders well in excess of $1 million, one can only conclude that participation in ASTME is a must for all British manufacturers who hope to get a satisfying share of the business available for them in this, the greatest market in the world.

British consumer goods display at Vancouver

A DISPLAY of British consumer goods on the theme 'Leisure' at the third British Columbia International Trade Fair which opened in Vancouver on May 13, has been organized by the Board of Trade.

The Fair was opened by the Duke of Devonshire, Minister of State for Commonwealth Relations, who is visiting British Columbia from May 11 to 16 at the invitation of the Provincial Government.

The official British stand occupies 1,600 square feet and features a range of some 300 consumer goods, stocks of which are already available in British Columbia. The range includes tools, garden equipment, sports clothing and equipment, toys, musical instruments and artists' materials.

The British Trade Commission Office in Vancouver are staffing a trade inquiry counter on the stand. Independent of the official British display at this year's Fair, about two dozen British firms are showing products on the stands of their Canadian sales offices, agents or distributors.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below*:

	Date last published	Date next published
United Kingdom	*May* 1	*Aug.* 7
Outside Europe	*April* 3	*July* 3
Europe	*March* 6	*June* 6

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 2791, Germany and Scandinavia; 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic Greece, Turkey, Middle East and West Africa: 2792. *United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

* *indicates fair which is held annually at approximately the time stated.*

† *indicates fair which is held alternate years at approximately the time stated.*

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on May 1, April 3 and March 6 respectively.

OUTSIDE EUROPE

Addition

MELBOURNE: 7TH BIENNIAL MELBOURNE ENGINEERING, INDUSTRIAL AND MACHINE TOOLS EXHIBITION – August 9-14, 1965.

† At Exhibition Buildings. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

EUROPE

Additions

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, UNDERWEAR AND FOUNDATION GARMENTS – October 15-18, 1964.

* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

COLOGNE: INTERNATIONAL BABIES' AND CHILDREN'S FAIR – October 16-18, 1964.

* Apply. Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 22-24, 1964.

* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Mechanical handling exhibition

EQUIPMENT FOR SAVING time, cost and labour in industry – aerial ropeways, cranes, bulk handling plant, conveyors, earth-moving equipment, elevators, hoists, lifts and winches, fork lift trucks, hand trucks and trailers – together with an extensive assembly of ancillary equipment ranging from electronic control devices and conveyor belting to weighting equipment, wheels, castors and tyres were among the exhibits displayed at the Mechanical Handling Exhibition which was held at Earls Court, London, from May 5 to 15. Mechanical handling equipment at one time provided substitutes for muscular effort only. Now, in many instances, it can also reduce brain fatigue by the use of automation and electronic control.

This year's exhibition occupied more than 500,000 square feet of space at which over 300 firms exhibited. Last year over 80,000 visitors from 78 countries attended, and orders worth more than £11 million were placed. When the doors of this exhibition close tonight it is expected that both the number of visitors attending the show and the value of the orders taken at the exhibition will have been exceeded. As an example – one British manufacturer of cranes and hoists sold three mobile cranes to Spanish firms as a result of negotiations initiated at the recent Barcelona Fair.

One of the features of the exhibition was a mechanized hoist which can lift and convey a weight of several tons by voice command. It is an ordinary electric motor system running on a channel rail equipped with radio control. A man with an aircraft-type microphone tells the hoist when to lift, drop, move right or left, and consequently had precision control of a weight-conveying system. This equipment is designed to give a factory worker complete command of a weight-lifting system, leaving his hands free to load and unload. The system can be arranged for half a ton to 250-ton loads.

Another electronically controlled system shown at the exhibition is designed for large plants such as motorcar or pressed steel factories. A controller puts his requirements into a punched tape form stating the type of 'stock feed' needed over several days. His remote control demand tells a pallet truck to take an item from a warehouse rack, deliver it by overhead conveyor to an assembly section, and at the same time to replenish the warehouse rack with an identical item. These movements, which can be controlled from several miles away, are the latest in 'flowline control'.

An article on 'Improved materials handling – a key to higher productivity' appeared in last week's issue of the *Board of Trade Journal*, pages 999-1001.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal, *April* 24, 1964.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

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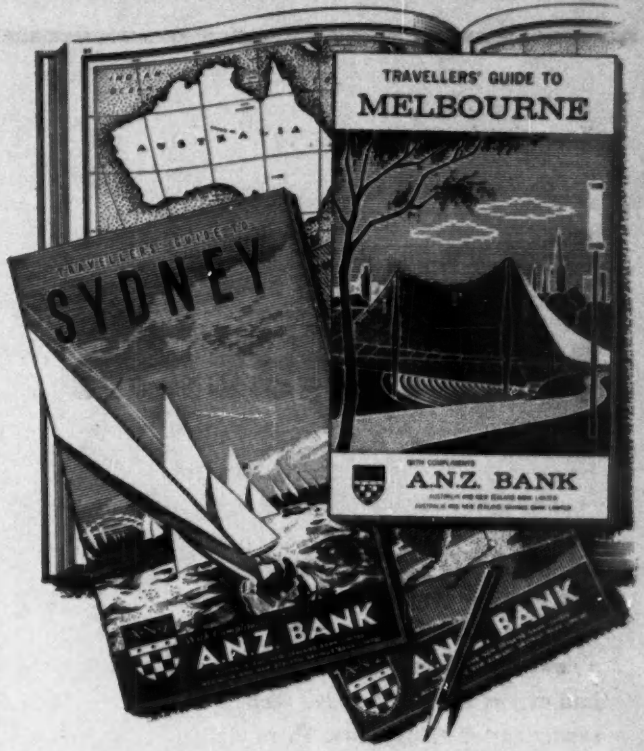
- ☐ Ghana has just launched a £G.1,000 million seven-year development plan.
- ☐ £G.5 million in import licences will be issued to cover business transacted at the Fair.
- ☐ Technical Conferences on African Development will be held in Accra during the Fair. They will be attended by technicians and buyers from many African countries.
- ☐ One million visitors to the Fair are expected, from Ghana, the New Africa and the rest of the world.

Ghana is rapidly developing into a commercial centre for West Africa. It will pay to exhibit your products at the Ghana International Trade Fair, Accra, 3-21 February 1965.

For detailed information please contact MINISTRY OF TRADE P.O. BOX M. 47 ACCRA GHANA



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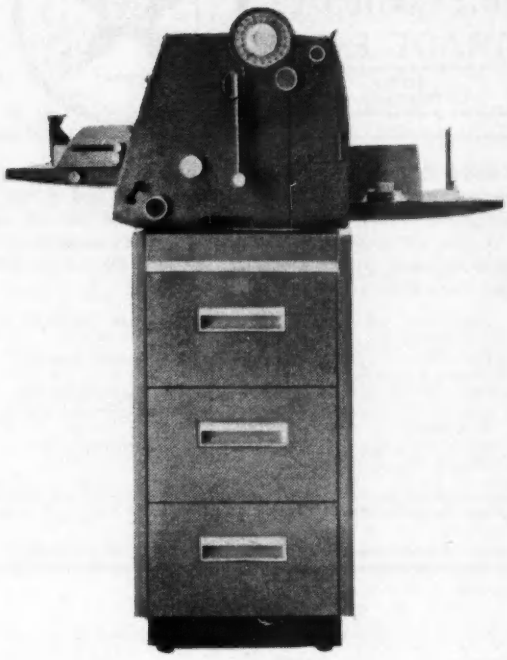

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Morocco and People's Republic of China

THE MOROCCAN *Bulletin Officiel* of April 15, 1964, announced the renewal of the trade agreement between Morocco and the People's Republic of China for a further period of one year from March 30, 1964.

Quotas under the agreement remain unchanged.

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4.

Tunisia and Poland

THE TUNISIAN *Journal Officiel* of February 11, and that of April 7, 1964, published details of the renewal of the trade agreement between Poland and Tunisia. The agreement is renewed for a further year from January 1, 1964.

There have been some changes made in the amounts and values of quotas under this agreement, and details of these may be obtained from Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Yugoslavia and Guinea

H.M. EMBASSY in Belgrade report that a Protocol on trade exchanges between Yugoslavia and Guinea was signed on February 24, 1964.

According to local Press reports Guinea will export fruits and raw materials. It was also agreed that efforts would be made to increase Yugoslavian imports of Guinean iron ore, industrial diamonds and exotic woods. The total value of Guinean exports to Yugoslavia in 1964 will amount to $2.5 million.

The list of Yugoslavian exports to Guinea is not restricted and is largely composed of finished metal goods and complete industrial equipment.

The list has been expanded so as to include dyes, enamels and ironmongery. The ironmongery articles will be made in factories which are being built in Guinea by Yugoslavian firms.

The Protocol also states that this year an improvement in mutual financing can be expected which will speed up trade and other forms of economic co-operation between the two countries.

South African businessmen to promote trade with the UK

A TEN MAN MISSION from South Africa arrived in Britain on May 8. Organized by the Durban Chamber of Commerce the Mission is part of a large goodwill party of 130, which will be spending six weeks visiting Europe.

The Mission is in Britain to promote trade with this country, and to focus attention on South Africa as a field for investment.

Led by Mr. R. A. Carte, President of the Durban Chamber of Commerce and a previous Mayor of Durban, the Mission has representatives from a complete cross section of South African business and includes members with interests in shipping, sugar, aviation, property, banking, tourism and the motor industry.

The Mission will spend five days in the United Kingdom and apart from London will visit the Midlands. Whilst in this country the Mission will hold trade discussions, and inspect factories and industrial plants.

Mr. Michio Yamagishi (centre), a commercial manager from Tokyo, with Mr. E. H. Seymour (right), export manager of Crookes Laboratories, London, when the former visited the Laboratories for discussions with the firm's directors, on the possibilities of marketing the British company's medical and veterinary products in Japan. With them is Mr. H. Brand, manager of the Far Eastern section of the export department of Philips-Duphar of Amsterdam, on a tour of Crookes Laboratories at Park Royal.

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H.35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

AUSTRALIA

Hydrogen Gas Plant for Electricity Commission of New South Wales. July 13. E.S.B. 13267/64.*

Postmaster-General's Department, Melbourne:

Bimotional Switch Shafts and Parts. (Further Information.) May 28. E.S.B. 10953/64.*

Lightning Arresters and Mountings. (Further Information.) E.S.B. 10016/64.*

BURMA

Diesel Power Plant for Industrial Development Corporation. June 30. E.S.B. 13762/64.

Steam Cooking Equipment; Kitchen Equipment for Defence Department. May 30. E.S.B. 13835/64.*

People's Stores Corporation:

Laboratory Sifter. May 29. E.S.B. 13860/64.*

Pumps. May 28. E.S.B. 13861/64.*

M.T. Spares (Cork Sheet). June 5. E.S.B. 13862/64.*

M.T. Spares (Axle Studs, Nuts and Bolts). June 5. E.S.B. 13863/64.*

Electric Horns. June 5. E.S.B. 13864/64.*

Saws, Circular and Hand; Files. May 27. E.S.B. 13889/64.*

M.T. Accessories (Grease Guns). June 1. E.S.B. 13893/64.*

Conveyor Belts. May 28. E.S.B. 13892/64.*

M.T. Spares and Accessories. June 5. E.S.B. 13895/64.*

Hose Pipes and Clips. June 1. E.S.B. 13894/64.*

Wire Rope and Fittings; Knife Planing. May 27. E.S.B. 13890/64.*

Pneumatic Concrete Breakers. May 29. E.S.B. 13891/64.*

CEYLON

Buses for Transport Board. June 15. E.S.B. 13696/64.*

Lathe for Municipal Council, Colombo. May 27. E.S.B. 13472/64.*

Miscellaneous Materials for National Small Industries Corporation. June 30. E.S.B. 13470/64.*

Ministry of Health and Housing:

Foodstuffs. (Further Information.) July 14. Tender documents now available. E.S.B. 13481/64.

Hospital Equipment. (Further Information.) July 14. Tender documents now available. E.S.B. 11856/64.*

Instrument Sterilizers. (Further Information.) July 28. Tender documents now available. E.S.B. 13479/64.*

CHILE

National Health Service:

Pharmaceuticals. May 27. E.S.B. 13760/64.*

Chemicals. May 25. E.S.B. 13759/64.*

FORMOSA

Miscellaneous Tools; Machines, Vehicles and Equipment for Tatung Engineering Company. June 10. E.S.B. 13876/64.*

Central Trust of China:

Boiler Steel Plate. June 6. E.S.B. 13867/64.*

Steel Plates. June 8. E.S.B. 13900/64.*

Steel Bars. June 4. E.S.B. 14321/64.*

Bronze Welding Rods. June 4. E.S.B. 14322/64.*

Steel Channels. June 9. E.S.B. 14323/64.*

Machine Tools; Measuring Instruments. June 6. E.S.B. 14305/64.*

Steel Plate. June 5. E.S.B. 14272/64.*

Spring Steel Bar. June 5. E.S.B. 14344/64.*

Automatic Oil Switch. June 1. E.S.B. 13776/64.*

Oscillograph and Equipment. May 30. E.S.B. 13872/64.*

Frequency Relay. June 4. E.S.B. 13873/64.*

Drilling Equipment. (Further Information.) E.S.B. 8538/64.

Steel Pipe. June 8. E.S.B. 13869/64.*

Electric Motors. May 30. E.S.B. 14304/64.*

Flow Recorders. June 5. E.S.B. 14319/64.*

Steel Sheets. E.S.B. 10509/64.*

Vacuum Tubes. May 29. E.S.B. 13871/64.*

Telecommunication Equipment. June 1. E.S.B. 13779/64.*

Electrical Equipment. June 1. E.S.B. 13777/64.*

Vibration Analyzer. June 1. E.S.B. 13780/64.*

Parathion. June 1. E.S.B. 13874/64.*

Telecommunication Equipment. June 2. E.S.B. 13870/64.*

Hydraulic Hand Compressors. June 1. E.S.B. 13778/64.*

Steel Plate. E.S.B. 13781/64.*

Steel. June 5. E.S.B. 13866/64.*

Cold Rolled Spring Steel Strip. June 6. E.S.B. 13868/64.*

Fire Extinguishers. June 9. Tender documents now available for loan. E.S.B. 13899/64.*

Measuring Instruments. June 3. E.S.B. 14320/64.*

Steel Bar. June 5. E.S.B. 14324/64.*

Chemicals. May 30. E.S.B. 13875/64.*

Welding Wire; Flux. May 26. (Tender re-issued.) E.S.B. 1694/64.*

GREECE

Data Processing System for Agricultural Insurance Organization. July 15. E.S.B. 13797/64.*

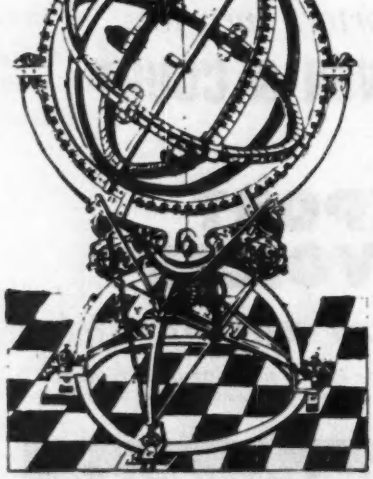
Vehicle for Ministry of National Defence. June 8. E.S.B. 13790/64.*

Institute of Social Insurance:

Sterilizers; Scales; Electric Irons. June 4. E.S.B. 13734/64.*

Testing Apparatus. May 28. E.S.B. 13731/64.*

Photometric Units. June 4. E.S.B. 13735/64.*



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Ministry of Trade:
Lithargo. June 19. E.S.B. 13474/64.*
Wheeled Loaders. June 30. E.S.B. 13791/64.*
Measuring Instruments; Power Saw; Wire. May 29. E.S.B. 13473/64.*
Narcotics. May 28. E.S.B. 13475/64.*
Paper. June 8. E.S.B. 13476/64.*
Protective Clothing. May 25. E.S.B. 13770/64.*
Truck. May 25. E.S.B. 13771/64.*
Instruments and Apparatus. June 23. E.S.B. 13772/64.*
Plastic Material. May 28. E.S.B. 13792/64.*
Typewriters and Calculating Machines. June 26. E.S.B. 13793/64.*

GUATEMALA

Hydroelectric Plant for Instituto Nacional de Electrificacion. July 1. E.S.B. 13857/64.

INDIA

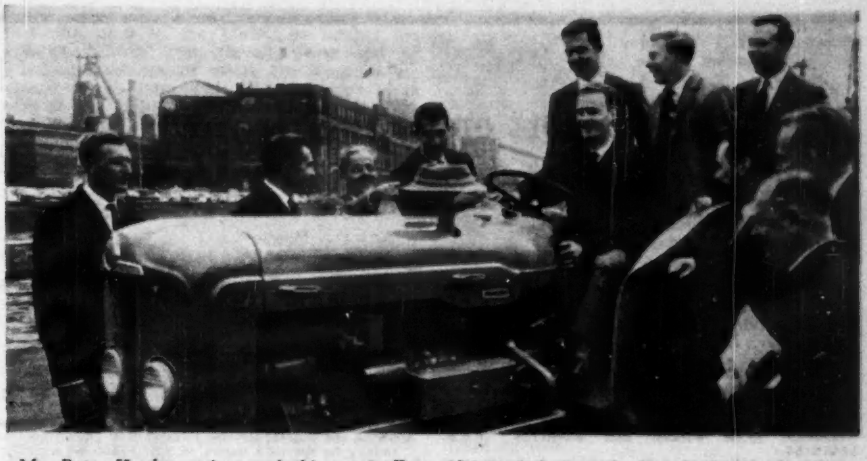
Cable for Rajasthan State Electricity Board. June 8. E.S.B. 13822/64.
Construction of a Dam for Government of Andhra Pradesh. (Advance Information.) Closing date not known. E.S.B. 13783/64.
Meters for Gujarat Electricity Board. May 26. E.S.B. 13295/64.
Overhead Travelling Crane for Maharashtra State Electricity Board. June 1. E.S.B. 14301/64.
Power Line Carrier Equipment for Bihar State Electricity Board. Closing date postponed to June 27. E.S.B. 8089/64.*
Pumping Plant for Commissioners of the Port of Calcutta. Closing date postponed to June 26. E.S.B. 10311/64.
Steel for Hindustan Aircraft Ltd. June 6. E.S.B. 14302/64.*
Switchgear Panels for Fertilizer Corporation of India Ltd. June 22. E.S.B. 13711/64.
Theodolites for Kerala State Electricity Board. Tender documents now available. E.S.B. 12477/64.*
Theodolites for Irrigation and Power Department, Maharashtra. May 25. E.S.B. 13712/64.
Timber Planing Machine for Bombay Port Trust. June 4. E.S.B. 13765/64.*
Transformers for Madhya Pradesh Electricity Board. June 8. Tender documents now available. E.S.B. 11580/64.*
Trench Excavating Machine for Supplies and Disposals Directorate, New Delhi. May 29. E.S.B. 13759/64.*
Tunnel Construction Project for Procurement Circle, Talwara Township. (Further Information.) Closing date postponed to May 27. E.S.B. 3451/64.
Hindustan Shipyard Ltd.:
Steel Pipes. June 29. E.S.B. 13786/64.
Welding Transformer Equipment. May 27. E.S.B. 13787/64.
Cranes. July 20. E.S.B. 13788/64.
Steering Gear; Automatic Pilot. July 6. E.S.B. 13789/64.
National Coal Development Corporation Ltd.:
Belting. June 8. E.S.B. 13500/64.*
Belting. June 5. E.S.B. 13499/64.*
X-Ray (Industrial). May 25. E.S.B. 13701/64.
U.P. State Electricity Board:
Hydro Generating Sets; Switchgear. June 8. E.S.B. 13719/64.*
Hydro Generating Sets; Switchgear. June 8. E.S.B. 13718/64.*
Switchgear. June 15. E.S.B. 13820/64.
Atomic Energy Establishment, Trombay:
Geysers. May 28. E.S.B. 13826/64.
Bottle Coolers. May 25. E.S.B. 13827/64.
Generators. May 26. E.S.B. 13828/64.
Dust Chamber. May 26. E.S.B. 13829/64.
Salt Spray Chamber. May 25. E.S.B. 13830/64.
Plating Plant. June 3. E.S.B. 13819/64.*
Saw. June 8. E.S.B. 13818/64.*
Tantalum Sheets. Tender documents now available. E.S.B. 12453/64.*
Zirconoy Tubes and Rods. June 3. Tender documents now available. E.S.B. 12454/64.*
Punjab State Electricity Board:
Cable. July 16. E.S.B. 13812/64.
Cable. August 27. E.S.B. 13815/64.
Cable. July 27. E.S.B. 13813/64.
G.S.S. Wire June 29. E.S.B. 13800/64.
G.S.S. Wire. June 12. E.S.B. 13810/64.
G.I. Wire. June 22. E.S.B. 13811/64.
Cable. August 17. E.S.B. 13814/64.
Cable. June 11. E.S.B. 13816/64.
Cable. August 6. E.S.B. 13817/64.
Barbed Wire. June 5. E.S.B. 13798/64.
G.S.S. Wire. May 27. E.S.B. 13799/64.

IRAN

Antimony for Army Armaments Depot, Tehran. July 20. E.S.B. 13716/64.*
Chemicals for Iran Factories Company (Sugar Division). June 23. E.S.B. 13715/64.*
Railway Sleepers for Iranian State Railways. May 26. E.S.B. 13742/64.*
Iranian Tobacco Monopoly:
Cardboard. July 13. E.S.B. 13743/64.*
Paper. July 11. E.S.B. 13713/64.*
Paper Tape; Cardboard. July 4. E.S.B. 13714/64.*

IRAQ

Caustic Soda for Government Oil Refineries Administration. May 30. E.S.B. 13767/64.
Typewriters for Ministry of Finance. Further Information. Tender documents now available for loan. E.S.B. 12428/64.*
Ministry of Defence:
Drawing Set; Projector. July 8. E.S.B. 13753/64.*
Shoe Polish and Metal Polish. June 28. E.S.B. 13750/64.*



Mr. Peter Hughes, winner of this year's East African Safari, took the wheel of a Fordson Super Major during his recent tour of the Dagenham factory of Ford of Britain. Mr. Hughes is the son of Mr. J. J. Hughes, chairman and managing director of Hughes Ltd., the main Ford dealers in Nairobi. During 1963 this firm sold nearly 300 Fordson tractors to Kenya farmers.

Wooden Poles. June 28. E.S.B. 13752/64.*
Brushes. June 28. E.S.B. 13751/64.*

IRISH REPUBLIC

Bridge Construction for Irish Steel Holdings Ltd. July 4. E.S.B. 13848/64.
Electric Hydraulic Conversion (Winches) for Dublin Port and Docks Board. June 5. E.S.B. 14327/64.

JORDAN

Air-conditioning Plant for Ministry of Public Works. May 27. E.S.B. 31721/63.*

LEBANON

Thermal Power Station Equipment for Office de l'Electricité, Beirut. (Further Information.) E.S.B. 33844/62.

MALAYSIA

Cable and Accessories for Public Utilities Board. June 2. E.S.B. 13247/64.*

MALTA

Oil Storage Tanks for Malta Electricity Board. June 15. E.S.B. 13764/64.

MAURITANIA

Wharf Construction Supplies for Ministere de la Construction des Travaux Publics et des Transports de la R.I.M. (Further Information.) E.S.B. 13495/64.*

MOZAMBIQUE

Telephone Exchanges and Equipment for Public Works Department. June 5. E.S.B. 14335/64.
Ports, Railways and Transport Department:
Electrical Equipment. June 8. E.S.B. 13494/64.
Lathe. June 16. E.S.B. 13491/64.
Locomotive and Wagon Spares. July 27. E.S.B. 13493/64.

NEW ZEALAND

Textiles for Ministry of Works. June 24. E.S.B. 13796/64.*
General Post Office:
Electrical Equipment. June 9. E.S.B. 13834/64.*
Insulator Caps. June 8. 13769/64.*
Loudspeakers. June 10. E.S.B. 13833/64.*
Stoves. June 11. E.S.B. 13898/64.*

NIGER

Construction Materials for Directeur des Travaux Publics. July 30. E.S.B. 13720/64.*

PAKISTAN

Pakistan Western Railway:
Railway Rails. (Further Information.) Tender documents now available. E.S.B. 11374/64.*
Steam Cranes. (Further Information.) Tender documents now available. E.S.B. 13254/64.*
Diesel Railcars and Carriages. (Further Information.) Closing date postponed to June 13. E.S.B. 8480/64.*

PHILIPPINE REPUBLIC

Pipes and Fittings for National Waterworks and Sewerage Authority. (Further Information.) Closing date postponed to May 29. E.S.B. 8432/64.

SENEGAL REPUBLIC

Wharf Construction Supplies for Ministerere de la Construction, des Transports. July 21. E.S.B. 13495/64.*

SOUTH AFRICA

Electric Locomotives for South African Railways. (Further Information.) Tender documents now available. E.S.B. 11807/64.*
Cape Provincial Administration:
Brushes. May 29. E.S.B. 13748/64.*
Laboratory Equipment. June 5. E.S.B. 13746/64.*
Laboratory Equipment. June 2. E.S.B. 13745/64.*
Paper. June 2. E.S.B. 13747/64.*
Laundry Machinery. June 12. E.S.B. 13749/64.*
State Tender Board:
Dust Extraction Plant. May 27. E.S.B. 13846/64.*
Meteorological Balloons. May 25. E.S.B. 14341/64.*
Agricultural Laboratory Equipment. May 29. E.S.B. 14342/64.*
Telescopic Masts; Compressors; Step Ladders. May 27. E.S.B. 13841/64.*
Headsets. May 26. E.S.B. 13842/64.*
Transmitter/Receivers. June 4. E.S.B. 13839/64.*
Radio Receiver Cabinets. May 27. E.S.B. 13840/64.*
Radio Spares. May 26. E.S.B. 13845/64.*
Mobile Talking Beacons. June 2. E.S.B. 13838/64.*
Transmitter Receivers. June 3. Tender documents now available for loan. E.S.B. 13837/64.*
V.H.F. Direction Finder System. May 27. E.S.B. 13844/64.*
Radio Telephone. June 3. E.S.B. 13847/64.*
Lift Trucks. June 5. E.S.B. 13843/64.*

SOUTH VIETNAM

Central Purchasing Authority:
Chemicals. May 27. E.S.B. 13414/64.*
Non-ferrous Metals. (Further Information.) E.S.B. 13415/64.*
Telephone Exchange. (Further Information.) Tender documents now available. E.S.B. 13702/64.*

SOUTHERN RHODESIA

Textiles for Government Tender Board, Salisbury. June 5. E.S.B. 14082/64.*

SPAIN

Fire Fighting Equipment; Radio Telephone for Seville Municipality. (Advance Information.) E.S.B. 13623/64.
Loading Shovels for Ministry of Public Works. May 27. E.S.B. 13755/64.

SUDAN

Sudan Cotton Board:
Insecticides. May 27. E.S.B. 13805/64.*
Fertilizers. May 30. E.S.B. 13807/64.*
Sudan Railways:
Fuel Tanks. June 1. E.S.B. 13801/64.*
Lubricating Oil. June 9. E.S.B. 13802/64.

TANGANYIKA

Polythene Piping for Central Tender Board. June 19. E.S.B. 13888/64.*

THAILAND

State Railway of Thailand:
Twine. May 28. E.S.B. 13878/64.
Intercom Equipment. June 8. E.S.B. 13890/64.
Oil Pad. May 27. E.S.B. 13892/64.

TURKEY

State Railways Administration:
Dynamometers. May 25. Tender documents (in Turkish) available E.S.B. 13756/64.*
Electric Motors. May 28. Tender documents (in Turkish) available. E.S.B. 13757/64.*

Agency and export opportunities, market reports, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

Australia
Inquiry for constructional hobbyists' kits; photographic accessories; metal working tool accessories. (E.S.B. 13670/64.)
Inquiry for building products; chemicals; foodstuffs; raw materials; foundry products and equipment – further information. (E.S.B. 5906/64.)
Inquiry for machine tools, secondhand. (E.S.B. 13903/64.)
Manufacture under licence – engineering lines. (E.S.B. 14039/64.)
Manufacture under licence – liquid handling equipment. (E.S.B. 14118/64.)
Manufacture under licence – chemicals. (E.S.B. 14222/64.)

Austria
Market report on woollen furnishing fabrics. (E.S.B. 5578/64.)
Inquiry for piece-goods. (E.S.B. 13978/64.)

Canada
Agency inquiry for fibreglass insulating material; industrial valves. (E.S.B. 13968/64.)
Agency inquiry for wool lace. (E.S.B. 13986/64.)
Inquiry for audio visual equipment; biological supplies; laboratory equipment; school supplies. (E.S.B. 14150/64.
Inquiry for pharmaceuticals. (E.S.B. 14110/64.)
Inquiry for equipment for making print carbon. (E.S.B. 13602/64.)
Inquiry for electro-medical equipment. (E.S.B. 14251/64.)

Cayman Islands
Inquiry for p'ywood; gutter pipes. (E.S.B. 13919/64.)
Inquiry for piece-goods; thread; zinc sheeting. (E.S.B. 13976/64.)

Colombia
Agency inquiry for ball and roller bearings; agricultural machinery parts. (E.S.B. 13675/64.)

Dominican Republic
Agency inquiry for pine oil. (E.S.B. 13915/64.)

Ecuador
Electrical development plan. (E.S.B. 30253/63.)

Finland
Agency inquiry for rock drills. (E.S.B. 13937/64.)

France
Agency inquiry for cellulose and plastics packaging. (E.S.B. 14091/64.)
Agency inquiry for plastics wall coverings. (E.S.B. 13344/64.)
Agency inquiry for central heating equipment. (E.S.B. 13635/64.)
Agency inquiry for machinery and plant. (E.S.B. 14092/64.)
Inquiry for goatskin rugs. (E.S.B. 11213/64.)

France/Denmark
Trade Agreement. (C.R.E. 4304/G.)

Germany (Federal Republic)
Agency inquiry for foodstuffs; soft drinks. (E.S.B. 12396/64.)
Agency inquiry for automotive lifting equipment; car servicing and washing devices; tools. (E.S.B. 14060/64.)
Inquiry for spectacle frames. (E.S.B. 13504/64.)
Inquiry for tiles. (E.S.B. 14008/64.)

India
Collaboration – bearings; brushes; sintered metal parts; machinery and plant; metals. (E.S.B. 11678/64.)
Industrial development. (E.S.B. 12354/64.)

Iran
Harbour project. (E.S.B. 11757/64.)

Iraq
Inquiry for carpentry tools; electrical fittings; sanitary equipment. (E.S.B. 10732/64.)
Inquiry for tetra-ethyl additives. (E.S.B. 12370/64.)

Israel
Agency inquiry for bicycles. (E.S.B. 12389/63.)
Agency inquiry for aromatics and essences; drugs; petrol engines. (E.S.B. 6617/64.)
Inquiry for construction equipment. (E.S.B. 12098/64.)

Italy
Agency inquiry for medical adhesive dressings. (E.S.B. 13505/64.)
Inquiry for electronic equipment materials. (E.S.B. 13678/64.)

Jamaica
Market report on leather. (E.S.B. 11484/64.)

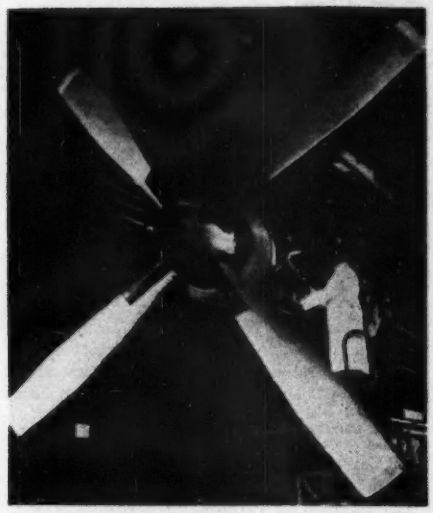
Japan
Agency inquiry for chemicals; pharmaceuticals. (E.S.B. 13595/64.)
Inquiry for machine tools. (E.S.B. 7637/64.)
Inquiry for carpets; machine tools; spectacle frames. (E.S.B. 14050/64.)
Inquiry for packaging machinery. (E.S.B. 14167/64.)

Mexico
Inquiry for equipment for Mexican nuclear energy research centre. (E.S.B. 24955/63.)

Netherlands
Agency inquiry for automotive electrical components. (E.S.B. 13936/64.)

New Zealand
Manufacture under licence – engineering products. (E.S.B. 14018/64.)

Norway
Agency inquiry for handbags and suitcases. (E.S.B. 13650/64.)



A Rolls-Royce Type propjet engine being prepared for testing with a Transall C. 160 18 ft. propellor. Rolls-Royce Tyne engines for production Transall C. 160 and Breguet Atlantic aircraft are being built by a European manufacturer's consortium. MAN Turbomotoren is manufacturing the Tyne under licence in co-operation with Hispano Suiza of France: Rolls-Royce Ltd; and Fabrique National of Belgium and in conjunction with BMW Triebwerkbau.

Philippine Republic
Agency inquiry for cement; fertilizers; foodstuffs. (E.S.B. 12959/64.)

South Africa
Inquiry for hospital and laboratory equipment. (E.S.B. 12804/64.)

Southern Rhodesia
Agency inquiry for knitted fabrics. (E.S.B. 13682/64.)

Spain
Inquiry in respect of heat galvanizing. (E.S.B. 13619/64.)
Inquiry for drill sharpening machines; vibrating rollers. (E.S.B. 13856/64.)

Switzerland
Agency inquiry for accessories for graphic industry; printing machinery and equipment. (E.S.B. 13989/64.)
Agency inquiry for giftware; office machinery and equipment; travel goods. (E.S.B. 14020/64.)

Turkey
Agency inquiry for excavation machinery blades. (E.S.B. 14168/64.)

United States of America
Agency inquiry for toys. (E.S.B. 13945/64.)
Inquiry for steel (E.S.B. 13637/64.)
Inquiry for confectionery. (E.S.B. 13629/64.)
Inquiry for wood flooring blocks. (E.S.B. 10781/64.)
Inquiry for nails; rivets. (E.S.B. 12933/64.)
Inquiry for chemicals; cosmetics; drugs; machinery and equipment (E.S.B. 10173/64.)
Inquiry for footwear. (E.S.B. 14246/64.)

Yugoslavia
Inquiry for electronic water treatment equipment. E.S.B. 10146/64.)

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Export Tours

The United Kingdom businessmen listed below are among those who will be calling, or who have recently called, at H.M. Government's overseas posts during their current visits to export markets. Overseas Officers are able to give varied assistance to United Kingdom businessmen going abroad by providing itineraries, introductions to overseas buyers, suitable agents and so on. Firms who wish to use these official services should make contact in advance with the regional offices of the Board of Trade or with Export Services Branch, Hillgate House, London, E.C.4. At the same time they are invited to send advanced details of their overseas tours to the Editor for publication in the Board of Trade Journal.

Managing director's Middle and Far East tour

Mr. P. James Agg, managing director of the Lambretta-Trojan Group of Companies, London, has left the United Kingdom to attend a conference in Tokyo. Mr. Agg will stay in Tokyo from May 10 to 18 and will then travel to Hong Kong, Singapore, Teheran and Tel Aviv to study local conditions and prospects for his group's products.

Sales trip to Moscow

Mr. J. M. Brice, a divisional director of Coventry Gauge and Tool Co. Ltd., London, left for Moscow on May 4 to visit the State Buying House Stankoimport and various manufacturing units in the USSR, to further the sale of 'Matrix' gear, thread, worm and jig grinding machines, of which the Russians are already large users. This is Mr. Brice's ninth visit to the USSR in recent years and he has very recently returned from a visit to Yugoslavia and Hungary.

Fact-finding mission to United States

The National Association of Warehouse Keepers sent a fact-finding mission to the United States on May 1. The party is led by Mr. H. F. Marks, chairman of the association and managing director of Alfred Bell and Co. Ltd., Newcastle on Tyne. This is the National Association's second fact-finding mission to the United States. The first was in 1956. The present mission is much larger and its itinerary includes New York, Chicago, San Francisco and Los Angeles.

Pharmaceutical sales tour

Mr. G. Knight, advertising manager of the International Division of Rexall Drug Company, Loughborough, Leicestershire, left London by air on April 19 for a tour of the Caribbean area. He will see agents and distributors in each country and will also investigate the market potential for certain pharmaceutical products.

Caribbean sales trip

Mr. W. J. Briggs, export sales manager of the Alternator Division of Arthur Lyon and Co. (Engineers) Ltd., Stamford, Lincs, is undertaking a visit of the company's markets in the West Indies, Mexico, Central and South America. He will visit agents and existing customers in these areas and will promote new outlets for the company's products, in particular 'Stamford' alternators and 'Alcon' pumps. He will also call on distributors of the products of an associate company, Newage (Manchester) Ltd., to promote the sale of Newage/BMC marine and industrial engines. Mr. Briggs, who leaves the United Kingdom next week, plans to be away for approximately three months.

Selling plastics in North America

Mr. A. W. Winter, overseas sales manager of Halex (a division of The British Xylonite Co. Ltd.) left London on April 27 for a five weeks' tour of the United States and Canada. He will be visiting all leading customers to promote sales and in Canada will be appointing distributors in the various provinces.

Trade prospects in Denmark

Mr. M. E. J. Wood, chairman of Tomrad Ltd., Ruislip, Middlesex, travelled to Copenhagen on May 5. Tomrad are manufacturers of electrical goods, etc. and of motor accessories and Mr. Wood will consider trade prospects with Denmark and will interview prospective agents.

New freight gateway to America—right through this door

TWA's CargoJet Express now serving London, New York, Chicago and California

Now there's a real reason to take a new look at lead time on transatlantic deliveries and reorder cycles. Perhaps you can pick up some valuable time. Consider jet freighters with tremendous capacity feeding your shipments into United States markets overnight. Make plans to ship from London, sell the next day in New York, Chicago, Los Angeles or San Francisco. It's easy with TWA CargoJet Express*—you can count on less than 8-hour service, for example, to New York! This is speed. Up to 600 mph. And it can bring trade centres as far as 7,000 miles away into point-blank range—at no increase in current rates! If your company is meeting competition daily in the American market place, or if your future plans include such a move, call TWA, your Cargo Agent or Freight Forwarder. Find out how the CargoJet Express fleet speeds shipments, stretches profits all the way across the Atlantic and the U.S.A.

**TWA CargoJet Express is a service mark owned exclusively by Trans World Airlines, Inc.*

U.S.A.-Europe Africa-Asia depend on TWA AIR FREIGHT

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

MEXICO

Import licensing

THE MEXICAN *Diario Oficial* published Rulings making goods under the following Tariff Headings subject to prior import licence. The Rulings were effective on the date of publication.

Published February 26, 1964

Tariff Heading	Description
500.00.17	Bromohydric acid.
500.00.18	Hypophosphorous acid.
500.00.19	Tungstosilic acid.
500.00.21	Cholosulphonic acid
500.00.22	Molydbdic acid.
500.06.12	Ammonium persulphate.
500.08.04	Barium monohydrate.
500.20.06	Ferric pyrophosphate.
500.22.02	Manganese bioxide.
500.30.36	Sodium tripolyphosphate.
500.33.10	Iron ammonium sulphate.
501.00.27	Octoic or caprylic acid.
501.00.29	Glycollic acid and its isomers.
501.00.30	Phenyl ethyl barbituric acid (Phenobarbital).
501.00.31	Phenyl quinolein carbonic acid
501.00.32	Para amino salicylic acid.
501.00.38	Glycerophosphoric acid.
501.00.39	Levulinic acid.
501.00.41	Para amino benzoic acid.
501.00.48	Galaturonic acid.
501.00.49	Glucuronic acid.
501.00.56	Fumaric acid.
501.00.64	Ethyl hexoic acid.
501.00.72	Dehydrocholic acid.
501.00.73	Pyrogallic acid (pyrogallo).
501.00.74	Orotic acid.
501.00.75	Thioglycollic acid.
501.00.76	Adenosine triphosphoric acid, its salts and esters.
501.00.77	Iopanoic acid.
501.00.78	Formaldehyde sodium sulphoxilate.
501.00.79	Trichloroacetic acid.
501.00.80	Oleic acid.
501.00.81	Ethylene diamino tetra acetic acid.
501.00.82	40 per cent. Metha acrylic acid.
501.00.83	80 per cent. Metha acrylic acid.
501.00.84	Metha anilic acid (methasulphonic acid; metha amino benzene sulphonic acid).
501.00.85	Phenyl acetic acid (Alpha toluoic acid).
501.00.86	Chloro nitrophenol sulphonic acid (4-chloro-2-nitrophenol-6-sulphonic).
501.00.87	Adipinic acid (Adipine,) pharmaceutical quality.
501.04.01	Pentaerythritol (pentaerytrite) in solid form.
501.05.03	Hexylene glycol.
501.05.04	Polyethylene glycol.
501.05.06	Polyethyleneglycol diestearate.
501.05.07	Polyethyleneglycol dilaurate.
501.05.08	Polyethyleneglycol monoleate.
501.05.90	Polyethyleneglycol dihydroxy polyether ethylenic.
501.07.32	Diethylendiol monoethylic ether or diethylendiol without glycols.
501.07.34	Cysteine methylic ester.
501.07.35	Cysteine octylic ester.

Published February 26, 1964

Tariff Heading	Description
501.07.37	Methyl-N-propyl propanodiol P-tolylboric ester.
501.07.38	Glutamic acid phtalil imide.
501.07.39	Ethyl gallate.
501.07.40	Lauryl gallate.
501.07.41	Pyridil-p-bromo-phenyl-dimethylamino-propanol maleate (Ilvin).
501.07.42	isoPropyl myristate.
501.07.43	Methyl parahydroxybenzoate (Nipagin).
501.07.44	Propyl parahydroxybenzoate (nipaso).
501.07.45	Pentosane sulphuric polyester.
501.07.46	Triethanol amina condensated polypeptide oleate.
501.07.47	Monolaureate polyoxyethylene sorbitan.
501.07.48	Propyl gallate.
501.07.49	Nonylic acid vanillylamide.
501.07.50	Butyl para amino benzoate (butesin).
501.07.51	Methyl nicotinate.
501.07.52	Glycol salicylate.
501.07.53	Methylic Phenoquine.
501.07.54	Methyl chloride, weighing more than 100 kilos, including the immediate container.
501.07.55	Tributyl phosphate.
501.07.56	Butyl lactate.
501.07.57	Diethyl sulphate (ethyl sulphate).
501.07.58	Diallyl fumarate.
501.07.59	2-ethyl hexyl acrilate.
501.07.60	Ethyl acrylate.
501.07.61	Methyl methacrylate.
501.07.62	Sucrose isobutyrate acetate.
501.07.63	Aceto acetic ester (ethyl aceto acetate; Diacethyl ester).
501.07.64	Butyl acrylate, normal.
501.07.65	Dibutyl fumarate.
501.07.66	Dibutyl maleate.
501.07.67	Dibutyl sebacate.
501.07.68	Dibutoxy ethyl adipate.
501.07.69	Diethyl maleate.
501.07.70	Diethyhexyl maleate (di (2-ethylhexyl) maleate); dioctyl maleate.
501.07.71	Diethylhexyl sebacate (di (2-ethylhexyl) sebacate) dioctyl sebacate.
501.07.72	Diisooctyl sebacate.
501.07.73	Diisoocatyl adipate (DIOA).
501.07.74	Dimethyl sebacate.
501.07.75	Normal actyl decyl adipate (DNODA).
501.07.97	Esters, not specially mentioned.
501.07.98	Esters, not specially mentioned, derived from phtalic acid.
501.07.99	Ethers, not specially mentioned.
501.13.11	Thallium acetate.
501.14.11	Zinc cyanide.
501.14.12	Copper cyanide.
501.15.16	Aluminium stearate.
501.15.17	Barium stearate.
501.15.18	Cadmium stearate.
501.15.20	Lithium stearate.
501.15.21	Lead stearate.
501.16.17	Bismuth subsalicilate.
501.16.21	Iron peptonate.
501.16.22	Iron lactate.
501.16.24	Phtalylsulphathiazole.
501.16.25	Calcium levulinate.
501.16.29	Magnesium aspartate.
501.16.30	Potassium aspartate.
501.16.31	Sodium butyrate.
501.16.32	Bismuth campho-carbonate.
501.16.33	Calcium camphosulphonate.
501.16.34	Calcium caseinate.
501.16.39	Copper citrate.
501.16.40	Sodium cholate.
501.16.41	Calcium cresolsulphonate.
501.16.42	Zinc phenolsulphonate.
501.16.43	Cobalt glycinate.
501.16.44	Magnesium glycinate.
501.16.45	Sodium glycollate.
501.16.46	Manganese glycerophoaphate.
501.16.47	Cobalt gluconate.
501.16.49	Zinc glucoheptonate.
501.16.56	Calcium nucleinate.
501.16.58	Sodium oleate.
501.16.59	Copper oleinate.
501.16.60	Potassium oratate.
501.16.63	Sodium pantothenate.
501.16.65	Zinc propionate.
501.16.66	Calcium sacarate.
501.16.71	Potassium sulphocyanide.
501.16.72	Calcium sulphocresolate.
501.16.73	Calcium sulphoguaiacolate.
501.16.80	Bismuth arsanilate.
501.16.81	Sodium arzanilate.
501.16.83	Sodium dyphenil hydantionate.
501.16.84	Sodic di-ter butyl naphto sulphonate.
501.16.85	Fructose phosphate.
501.16.86	Bismuth glycollyl arsanilate.
501.16.88	Sodium methylarsenate.
501.16.89	Sodium nucleinate.
501.16.97	Sulphoxylates combined with metallic bases, not specially mentioned (hydrosulphites with organic radicals), whether or not presented in special solutions or preparations, not specially mentioned.
501.19.23	Ethylamine.
501.19.24	Diaminoethane (Ethylenediamina).
501.19.25	Triethylamine.
501.19.26	Diethylentriamine.
501.19.27	Monoethanolamine.
501.19.28	Triethanolamine.
501.19.29	Isopropanolamine.
501.19.31	Hexamethylen tetramine (Meten amina; Ammonium formaldehyde; hexamine; cistamine; cystogene; formine; aminoformo; urotropine).
501.22.35	Scopolamine or hyoscine and their salts.
501.22.36	Hyoslamine and its salts.
501.22.37	Aspargine and its salts.
501.22.38	Belladonna alkaloids, not specially mentioned.
501.23.07	Cellulose acetates, in solid state, not containing plastic nor colouring matter.
501.23.08	Camphor bromide.
501.23.09	Benzalkonium chloride.
501.23.10	Albumin tannate.
501.23.11	Acetyl betamethyl coline chlorhydrate.
501.23.12	Antazoline hydrochlorate.
501.23.13	Benactizine hydrochlorate.
501.23.14	Benzydryloxy hydrochlorate.
501.23.15	Cyclopentamine hydrochlorate.

Tariff Heading	Description
501.23.16	Cysteine hydrochlorate.
501.23.17	Chloropromazine hydrochlorate.
501.23.18	Chlorobenzyl pyrrolidii methyl benzimidazole hydrochlorate.
501.23.19	Oxyphenil ethylamine ethano hydrochlorate.
501.23.21	Chlorophenyl dimethyl, dimethyl amino buthanol hydrochlorate.
501.23.22	Ethylamine phenyl norcanfan hydrochlorate.
501.23.23	Isoamylic ester hydrochlorate.
501.23.24	Phenacaine hydrochlorate.
501.23.25	Phenyl azodiamino pyridine hydrochlorate.
501.23.26	Phenyl ephrine hydrochlorate.
501.23.27	Hydralazine hydrochlorate.
501.23.28	Imipremine hydrochlorate.
501.23.29	Isodianyall ethanol amino hydrochlorate.
501.23.30	Lidocaine hydrochlorate.
501.23.31	Metacualona hydrochlorate.
501.23.32	Naphazoline hydrochlorate.
501.23.33	Naphtyl ethyldiamine hydrochlorate.
501.23.35	Proceinamine hydrochlorate.
501.23.36	Promazine hydrochlorate.
501.23.37	Tenyl pyramine hydrochlorate.
501.23.38	Tonzylamine hydrochlorate.
501.23.39	Trifluometazine hydrochlorate.
501.23.40	Trifluoperazine hydrochlorate.
501.23.41	Glutamic acid hydrochlorate.
501.23.42	Adifenine hydrochlorate.
501.23.43	Chlorophenyl dimethylamino propanol hydrochlorate.
501.23.44	Pseudotropine benzilic ester hydrochlorate.
501.23.45	Etaverine hydrochlorate.
501.23.47	Isoxsuprina hydrochlorate.
501.23.48	Metamphetamine hydrochlorate.
501.23.49	Acetyl coline chloride.
501.23.51	Benzetonium chloride.
501.23.52	Coline chloride.
501.23.53	Triphenyltetrazolium chloride.
501.23.54	Hexamenthyldiaminoisopropanol iodide.
501.23.55	Iodo oxyquinoline.
501.23.56	Methylaminopropyl phenothiazine maleinate.
501.23.57	Phenyramine maleate.
501.23.58	Chlorphenyramine maleate.
501.23.59	Pyrilamine maleate.
501.23.60	Propiomazine maleate.
501.23.61	Prophenpirydamine maleate.
501.23.62	Trimeton maleate.
501.23.63	Naphazoline nitrate.
501.23.64	Nitro furadaltone.
501.23.65	Nitro furazolidone.
501.23.67	Nitro furidantoine.
501.23.69	Amphetamine sulphate.
501.23.70	Benzedrine sulphate.
501.23.71	Butacaine sulphate.
501.23.72	Phenelzine sulphate.
501.23.73	Hydroxyquinoline sulphate.
501.23.74	Protamine sulphate.
501.23.75	D-1-1 (4-oxyphenyl) oxy-2-n-butyl-amino-ethane sulphate.
501.23.76	Strychnic acid ethyl betaine sulphate.
501.23.77	Levo-arterrenol tartrate.
501.23.78	Simpatol tartrate.
501.23.79	Trimeprazine tartrate.
501.23.80	Betaine iodhydrate.
501.23.82	Isopropamide iodide.
501.23.84	Yomesan (chloronitrophenyl) chloro salicylamide.
501.23.86	Timol diiodide.
501.23.87	Scopolamine bromhydrate.
501.23.88	Hyoscine N. butyl bromide.
501.23.89	Neostigmine bromide.
501.24.27	Duodenum powder, pure.
	From LAFTA member countries . . . Not required.
501.24.28	Dried stomach.
	From LAFTA member countries . . . Not required.
501.24.29	Retinal lipoids extract.
	From LAFTA member countries . . . Not required.
501.24.30	Dry pancreatic extract.
	From LAFTA member countries . . . Not required.
501.24.32	Lyophilized intrinsic factor.
	From LAFTA member countries . . . Not required.
501.24.33	Mucin gastric powder.
	From LAFTA member countries . . . Not required.
501.26.05	Crystallized benzophenone.
501.26.06	Crystallized nethyl cinnamate.
501.26.07	Crystallized diphenyl oxide.
501.29.03	Carbinoxamine maleate.
501.29.04	Coline.
501.29.08	Histamine hydrochlorate.
501.29.09	Chlorophenamine.
501.29.10	Dimethyl diphenylenic sulphide.
501.29.11	Trichloroetanoluretano dimethylaminophenyl dimethyl pyrazolone.
501.29.18	Chlorohydroquinoline.
501.29.20	Dextrochloropheniramine.
501.29.21	1, 1-(3, 4-dihydroxy-phenil) 1-hydroxy 2-isopropyl amino ethano sulphate.
501.29.22	Sulphamethoxypyridazine.
501.29.23	Acetyl para amido salol.
501.29.25	Butyl amino benzoate.
501.29.27	Hyoscine butyl bromide.
501.29.29	Bencyl cinnamate.
501.29.32	Polyethylene glycol estearate.
501.29.35	Polyethylene glycol laurate.
501.29.36	Mandelate (Hexamethylenetetramine.)
501.29.37	Pyramidone salicylate.
501.29.38	Antipyrine salicylate (Salipyrina).
501.29.39	Thendadil (tenyldiamine hydrochlorate).
501.29.41	Hydroxylamine hydrochlorate.
501.29.47	Dihydroergotamine and its salts.
501.29.48	Phenol undecylinate.
501.29.53	Diiodo oxyquinoleine.
501.29.54	Ortho oxyquinoleine acid sulphate.
501.29.57	Clear iodine oxyquinoleine.
501.29.59	Hordenine (Anhaline) and its salts.
501.30.01	Calcium and aluminium para amino salicylate.
501.30.02	Sodium adenosinetriphosphate.
501.30.03	Acetarsone, sodic.
501.30.04	Sodium acetyl triptophenate.
501.30.05	Calcium amino salicylate.
501.30.06	Hydroxyaluminium amino acetate.
501.30.07	Bismuth bromophenate.
501.30.08	Zinc capellate.

Tariff Heading	Description
501.30.09	Tetra-acetate-disodic ethylenediamine.
501.30.10	Calcium filate.
501.30.11	Calcium lactophosphate.
501.30.13	Calcium acid glutamate.
501.30.14	Calcium lactobionate.
501.30.15	Sodium lauryl sulphonate.
501.30.16	Sodium monomethyl arseniate.
501.30.17	Phenyl mercury nitrate.
501.30.19	Potassium sorbate.
501.30.20	Dioctyl and sodium sulphosuccinate.
501.30.21	Sodium tauroglycocholate.
501.30.23	Sodium undecylenate.
501.30.26	Sulphopyridine, whether or not combined with other organic radicals.
501.30.27	Sulphatiazole, whether or not combined with other organic radicals.
501.30.28	Sulphacetamide, whether or not combined with other organic radicals.
501.30.29	Sulphaguanidine, whether or not combined with other organic radicals.
501.30.31	Sulphamethazine, whether or not combined with other organic radicals.
501.30.38	Sulphanilamide, whether or not combined with other organic radicals.
501.30.39	Methoxypyridazine sulphanilamide, whether or not combined with other organic radicals.
501.30.40	Sulphadimethoxyne, whether or not combined with other organic radicals.
501.30.41	Sulphamerazine, whether or not combined with other organic radicals.
501.30.42	Sodium di-terbutyl naphatalene disulphonate.
501.30.45	Acetyl (para aminobenzenesulphonamide) pyrimidine (raw material for the manufacture of sulphadiazine).
501.30.46	Sodium and lauryl double sulphate.
501.30.47	Ortho carboxy-meta-oxy benzene azo-sulphamide.
501.30.48	Homosulphamilamide and its salts.
501.30.49	Sulpharfilthiadazole.
501.30.50	Flumetiazide (trifluoro-methyl sulphamil di-hydro benzetiadiazine dioxide).
501.30.52	Magnesium salt of phenyl dimethyl purazolone methyl amino methano sulphonic acid.
501.30.53	Sodium para amino salicylate.
501.30.54	Calcium para amino salicylate.
501.31.05	Dimethyl hexanol.
501.31.06	Ethyl hexanol.
512.00.07	Sky blue, direct except the one included under heading 512.00.27.
512.00.26	Azoic yellow 1(37610/37090), azoic orange 14, azoic red 1(37558/37090), azoic red 2(37530/37120), azoic red 6(37520/37090), azoic red 16(37520/37100), azoic red 35, azoic blue 6(37505/37175), azoic blue 14, azoic coffee 11(37600), azoic violet 1(37505/37165), azoic black 4.
512.00.27	Direct blue 71(34140) direct blue 78(3420), direct yellow 38, direct red 95.
512.00.28	Acid red 18(16265).
540.00.55	Cyclamic aldehyde.
540.00.56	Amyl cinnamic aldehyde.
540.00.57	Phenyl ethyl alcohol.
540.00.58	Aubepine.
540.00.59	Essential synthetic mustard oil.
570.00.02	Synthetic resins, solid, derived from phenic acid (phenol), non-pigmented and no containing colouring matters derived from coal-tar.
570.00.03	Synthetic resins, solid, derived from phenic acid (phenol) pigmented with colouring matters of mineral origin or derived from coal-tar, except lamp black.¶
570.00.06	Synthetic resins, solid, with a basis of urea, maleic, carbamic and sebacic acids, polyamides and other synthetic products not specially mentioned, non-pigmented and not containing colouring matters derived from coal-tar nor lamp black.
570.00.07	Synthetic resins, solid, with a basis of urea, maleic, carbamic and sebacic acids, polyamides and other synthetic products, not specially mentioned, pigmented with colouring matter of mineral origin or derived from coal-tar, except lamp-black.
570.00.25	Silicon resins in which the silicon element substitutes the carbon in various organic products weighing up to 5 kilog including the immediate container.
570.00.26	Synthetic resins, solid, with a basis of cellulose acetate if combined with other organic radicals whether or not pigmented, except with lamp black.
574.00.03	Ethylenediamine tetracetate disodic (EDTA disodic). Q.P.
574.00.04	Potassium diphtalate. Q.P.
574.00.05	Sodium bisulphite. Q.P.
574.00.06	Ferric chloride. Q.P.
574.00.07	Mercuric biiodide. Q.P.
574.00.08	Iron powder. Q.P.
574.00.09	Benzaldehyde para dimethylamino. Q.P.
574.00.97	Solid salts, of any origin, weighing up to 5 kilog., including the immediate container, having a commercial presentation as being chemically pure and they will be used in the preparation of chemical reactives, not specially mentioned.
574.00.98	Chemical or mineral products (except alkaloids and those products included under heading 574.00.01) weighing up to 1 kilog. including the immediate container and having a commercial presentation as being chemically pure and are used for the preparation of chemical reactives, not specially mentioned.

Published March 3, 1964.

Tariff Heading	Description
670.05.04	Sheets and plates of iron or steel having a relief surface known in the trade as slip-proof or ribbed, of a thickness of more than 2 but not more than 10mm., at the thickest point of the relief and weighing more than 100 but not more than 600 grams per square decimetre.
762.00.28	Contact points for electric current distributors, for automobiles.

(Continued on next page)

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2656). Telegrams and cables should be addressed 'Boneblack, London.'*

MEXICO, continued

THE *Diario Oficial* published Rulings making goods under the following Tariff Headings subject to prior import licence. These changes were effective the day *after* their publication in the *Diario Oficial*.

Published March 20, 1964

620.02.08 Panels with a basis of vegetable fibres and cork, bonded together by means of various glueing products, weighing more than 2 and up to 6 grams per square decimetre and presenting surface marks spaced not more than 15 ctm. apart, provided they are proved to be destined for the manufacture of gaskets.
631.08.01 Paper or paperboard with cork, for packing.
655.02.08 Borosilicate glass tubes.
From LAFTA member countries, licence not required.
670.02.16 Iron or steel wire, copper plated, of 0·381 mm. up to 1·625 mm. in diameter, except the one included under Tariff Heading 670.02.13.
670.02.17 Steel wire containing up to 0·40% carbon, nickel-plated, of 0·025 mm. up to 1·625 mm. diameter.
670.02.19 Iron or steel wire, nickel-plated, of 0·0254 mm. up to 2·540 mm. diameter.
711.00.40 Iron or steel discs for agricultural ploughs and harrows.
767.02.06 Engines and parts thereof, for motor-cycles, if it is proved before the General Directorate of Customs, that they are exclusively for use with motor-cycles weighing more than 200 kilog.
From LAFTA member countries: only engines and parts thereof for motor-cycles weighing 150 kilog. and over do not require import licence.
767.02.10 Lamps, if it is proved before the General Directorate of Customs that they are exclusively for use with motor-cycles weighing more than 200 kilog.
From LAFTA member countries: only for those exclusively for use with motor-cycles of more than 150 kilog. import licence not required.
767.03.99 Separate and spare parts, not specifically mentioned, if it is proved before the General Directorate of Customs, that they are exclusively for use with motor-cycles weighing more than 200 kilog.
From LAFTA member countries: only for those exclusively for use with motor-cycles weighing more than 150 kilog. import licence not required.

Customs tariff changes

THE MEXICAN *Diario Oficial* published a Decree on March 3, 1964, changing the import duties of goods under the following Tariff Headings. The changes came into effect *the day after publication*.

Published March 3, 1964.

Tariff Heading	Description	Unit	Duty (Pesos)
083.00.21	Bhakti pepper in the grain	Legal Kilo	0·10 + 20% *ad val.*
	(New heading)		
593.07.14	DELETED.		
631.05.05	Electrocopy paper, not sensitive to heat, provided it presents, on one side, an emulsified preparation with a basis of zinc oxide	Legal Kilo	0·25 + 10% *ad val.*
	(New heading)		
750.00.12	Tractors with cabs, used on railways, whether or not provided with a device with four wheels mounted on pneumatic tyres operated by mechanical means, identifiable by means of a catalogue	Gross Kilo	Exempt + 5% *ad val.*
	(New heading)		
900.03.13	Minks for breeding purposes, provided they are accompanied by a certificate countersigned by the Mexican Consul stipulating that the said minks are intended for breeding purposes and subject to permit from the Ministry of Agriculture and Livestock	Each	Exempt + exempt
	(New heading)		
	When they do not fulfil the above conditions. .	Each	0·75 + 10% *ad val.*

THE *Diario Oficial* published a Decree on March 3, 1964, changing the import duties of goods under the following various Tariff Headings. The changes came into effect *five days after publication*, except for those goods which can plainly be proved within thirty days to have been shipped before the day of publication, in which case the lower of the old or new rates will be applied.

Tariff Heading	Description	Unit	Duty (Pesos)
510.00.04	Mimosa tanning extract	Gross Kilo	0·10 + 20% *ad val.*
	(New heading)		
510.00.99	Vegetable tanning extracts, not specially mentioned .	Gross Kilo	0·15 + 25% *ad val.*
670.05.04	Sheets and plates of iron or steel having a relief surface known in the trade as slip-proof or ribbed . .	Gross Kilo	0·80 + 22% *ad val.*
	(Amended description)		
700.00.04	Compact electric generating plants consisting of a motor and a generator (alternating or direct current) forming a unit, weighing more than 2,500 kilog, provided they are coupled by a shaft or by gears .	Gross Kilo	Exempt + 5% *ad val.*
	(New heading)		
714.00.22	DELETED.		
715.08.40	DELETED.		
715.08.71	Conveyors for goods and raw materials, operated by mechanical means of any system and their separate parts except belts of any kind and cut-out motors, identifiable by means of a catalogue, except those included under Tariff Headings 713.01.00 and 713.04.00	Gross Kilo	5·00 + 20% *ad val.*
	(New heading)		
	General Heading 734.07. – Other accessories for electrical apparatus:		
	(New heading)		
734.07.00	Separate parts, provided it is proved by means of a catalogue they are intended for electric current measuring apparatus, denominated 'Watthorimetros' (watt-hour meters)	Legal Kilo	0·03 + 15% *ad val.*
	(New heading)		
734.07.99	Separate parts for electric current measuring apparatus, not specially mentioned . . .	Legal Kilo	0·20 + 25% *ad val.*
	(New heading)		
880.06.06	Electric unit measuring apparatus commercially known as 'Watthorimetros' (watt-hour meters) . . .	Legal Kilo	0·03 + 15% *ad val.*
	(New heading)		

Compulsory local manufacture of equipment used in the construction industry

A DECREE dated March 19, 1964, published in the Mexican *Diario Oficial* on April 9, 1964, makes obligatory the local manufacture of machinery and equipment used in the construction industry. Under the terms of the Decree, 60 per cent of the direct cost of manufacture must be locally made and 10 per cent must be made within the plant of the company submitting the manufacturing programme. These percentages must be reached by October 30,

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1964. Import licences for construction machinery not being made in Mexico will only be granted to firms submitting manufacturing programmes in this field; this will be effective from the date of publication of the Decree and cover such goods as mechanical shovels, excavators, cranes of all types, motor shapers, levellers with pneumatic tyres, metal rollers common or vibrating type, road rollers of all types, including vibrating types, as well as spare parts and parts for assembling.

The Decree stipulated that all the necessary information from interested firms had to be submitted to the Mexican Department of Industry and Commerce within 30 days of the date of publication.

An unofficial translation of the Decree may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 474 or 476).

ARGENTINA

'Aforos' for imports

ARGENTINE CUSTOMS ADMINISTRATION Resolutions Nos. 174-177 of March 13, 1964, No. 195 of March 24, 1964, Nos. 197 and 200 of April 8, 1964, and Ministry of Economy Resolution No. 91 of January 14, 1964, establish the following index prices ('aforos'–average valuations) on which surcharges and duties will be assessed:

Tariff Heading No.	Definition	Value U.S. $ C. & F.	Appraisement Unit
	Resolution No. 174		
Tariff without number	Lightning conductors and/or ca hodic drop discharger up to 66 KV.	7·45	Kg. gross
	Resolution No. 175		
1821	Standard typewriter operative carriage measurement 26 cm.	110·25	Each
1821	Standard typewriter operative carriage measurement 30 cm.	115·50	Each
1821	Standard typewriter operative carriage measurement 35 cm.	126·00	Each
1821	Standard typewriter operative carriage measurement 38 cm.	129·15	Each
1821	Standard typewriter operative carriage measurement 40 cm.	131·25	Each
1821	Standard typewriter operative carriage measurement 46 cm.	136·50	Each
1821	Standard typewriter operative carriage measurement 60 cm.	157·50	Each
1821	Standard typewriter operative carriage measurement 70cm.	189·00	Each
	Resolution No. 176		
3816	Transfers, vitrifiable of more than 3 colours	0·07	Per 1,000 square cm.
	Resolution No. 177		
637	Suspension springs	0·74	Per net kilo
	Resolution No. 195		
1692	Tinplate, unworked, in sheets and cut in strips of more than 200 mm. in width, discs of more than 300 mm. diameter and cuttings of irregular measurements whose greatest width exceeds 200 mm.	190·00	1,000 Kg. gross
1692	Tinplate, unworked, in strips of up to 200 mm. inclusive in width, discs of up to 300 mm. inclusive in diameter and cuttings of irregular measurements whose greatest width does not exceed 200 mm.	100·00	1,000 Kg. gross
	Resolution No. 197		
1476	Bearings and their parts, ball or roller also called roulement from 0·001 to 0·015 kilos inclusive	20·00	Legal kilo
1476	Bearings and their parts, ball or roller also called roulement from 0·016 to 0·049 kilos inclusive	9·10	Legal kilo
1476	Bearings and their parts, ball or roller also called roulement from 0·050 to 0·099 kilos inclusive	4·95	Legal kilo
1476	Bearings and their parts, ball or roller also called roulement from 0·100 to 0·249 kilos inclusive	3·20	Legal kilo
1476	Bearings and their parts, ball or roller also called roulement from 0·250 to 0·499 kilos inclusive	2·50	Legal kilo
1476	Bearings and their parts, ball or roller also called roulement from 0·500 to 1·499 kilos inclusive	1·85	Legal kilo
1476	Bearings and their parts, ball or roller also called roulement from 1·500 to 2·999 kilos inclusive	1·80	Legal kilo
1476	Bearings and their parts, ball or roller also called roulement from 3,000 kilos and upwards	1·20	Legal kilo
	Resolution No. 200		
1372	Seamless steel tubes for casing	303·00	Net ton
1372	Seamless steel tubes for pumping (tubing)	383·00	Net ton
Tariff without number	Drill pipes	489·00	Net ton
	Resolution No. 91		
1159-1160 and 1166	Stainless steel wire	1·20	Kilo
1159-1160 and 1166	Alloy wire with nickel molybdenum, tungsten, chrome and cobalt base only	0·75	Kilo
1385	Pipes of anti-magnetic stainless steel	1·50	Kilo
1149	Stainless steel sheets with a minimum chromium content of 10% A151 series: 300 anti-magnetic	1·10	Kilo
	A151 series: 400 magnetic	0·90	Kilo

(*Continued in next column*)

Tariff Heading No.	Definition	Value U.S.$ C. & F.	Appraisement Unit
1149	Stainless steel in round and square bars and other sections:		
	A151 series: 300 anti-magnetic	1·15	Kilo
	A151 series: 400 magnetic	0·70	Kilo
1655	Stainless steel strips with a minimum chrome content of 10% A151 series: 300 anti-magnetic	1·15	Kilo
	A151 series: 400 magnetic	0·95	Kilo
2062	Electrodes of stainless steel:		
	A151 series: 300 anti-magnetic	1·90	Kilo
	A151 series: 400 magnetic	1·50	Kilo
2062	Alloy electrodes with molybdenum, nickel, chrome, tungsten and cobalt base only	2·10	Kilo

COLOMBIA

Import regulations

THE BRITISH EMBASSY in Bogota has informed the Board of Trade that by Decree 802 of April 10, the following item is now subject to a prior import licence from the National Superintendency of Imports:

Item No.	Description
679	Glass fibre (including wool), yarns, fabrics and articles made therefrom: (b) Glass wool, unworked.

By the same decree the following articles, which were previously on the prohibited list, can now be imported subject to a prior import licence:

913	Photographic cameras, whether or not imported with their objectives, and parts thereof: (a) Cameras for pictures of a size not exceeding 13 by 18 cms.
929	Clocks with watch movements: (b) Clocks for motor vehicles, vessels and aircraft: (2) For vessels or aircraft.

By Resolution 14 of March 23 of the Junta Monetaria, the prior deposit is set at 30 per cent for the following article:

702	Iron and steel wire: (b) Cold rolled or drawn. (4) Other.

CHILE

Changes in import duties

IT HAS BEEN reported by H.M. Embassy in Santiago that, according to Decree No. 1159 of the Chilean Ministry of Finance, which was promulgated in the *Official Gazette* on April 20, 1964, used or second-hand capital goods (a) imported under authorization of the Ministry of Economy, Development and Reconstruction, by virtue of the Foreign Investors' Statute, or (b) under a deferred payment licence issued by the Central Bank of Chile, payable out of the proceeds of a foreign loan or without official exchange cover (*sin cobertura*), were added to the list of exceptions from the 200 per cent tax surcharge. The goods in question now pay the same tax surcharges as are applicable to new goods of the same type.

The imposition was reported, in December 1962, of tax surcharges of 100 per cent and 50 per cent of the c.i.f. value on

(*Continued on next page*)

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page vi of this week's issue.

CHILE continued

imports into the Free Zones, for assembly there, of parts, etc., of motor vehicles. These surcharges were only payable at the time the assembled vehicles were transferred into the non-free part of the country. According to Decree No. 1165 of the Ministry of Finance, which was promulgated in the *Official Gazette* on April 22, 1964, the surcharges in question are not now applicable to parts imported from member countries of the Latin American Free Trade Area (LAFTA).

COSTA RICA

Consumption tax

BY DECREE No. 3282 of April 20, 1964, published in the Costa Rican *Gaceta Oficial* on, and effective from, April 23, 1964, an internal consumption tax on locally produced articles, equal to 100 per cent of the import duty on competing imports and levied on a specific and/or *ad valorem* basis, has been established.

The tax will be levied only when it is proved that local products have substituted for imports, and it will be assessed on national industrial products and on competing imports. It will not apply to those goods produced locally which are subject already to consumption taxes. Neither will it apply to those local products made entirely of Costa Rican raw materials. In respect of those locally made goods incorporating Costa Rican raw materials which represent at least 75 per cent of the total raw material cost, the tax will not exceed 50 per cent of the existing import duties on competing imports. Except for those goods classified as 'luxury items', consumer prices must not exceed those which were current before local production was commenced.

A special list of locally made 'indispensable consumption items' to which the tax does not apply, was to be drawn up by the Costa Rican Central Bank within eight days of publication of the Decree: this list will be published in the *Board of Trade Journal* as and when it becomes available.

JAMAICA

Customs tariff changes

THE CUSTOMS TARIFF (Amendment) (No. 3) Resolution, 1964, amends the First Schedule to the Jamaica Customs Tariff by the *deletion* of item 732-01 and the *substitution* therefor of the following:

Item No.	Class or Description of Goods	Unit		Rate of Duty	
		Classification	Duty	Preferential	General
732-01.1	Passenger road motor vehicles, complete, other than buses, golf caddy cars or motorcycles	No. and cwt.	Value	20%	40%
732-01.2	Golf caddy cars . . .	No. and cwt.	Value	15%	20%

It should be noted that the above duty is also subject to a 10 per cent increase which was imposed under the recent Jamaica Budget (see *Board of Trade Journal* of May 1, 1964, page 992).

Inquiries about the above notice should be addressed to the Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

TRINIDAD

Exemption from import duty

THE BOARD OF TRADE have been informed that 'Animals imported by the Zoological Society of Trinidad and Tobago for the purpose of public exhibition', have been included in the Second Schedule to the Trinidad Customs Tariff (Exemptions from Import Duty).

FRANCE

Imports of fish from Britain

THE *Board of Trade Journal* dated May 8 published details on page 1038 of the opening of the remainder of the quotas for the import into France of fish from Britain. A footnote stated that import licences for fillets of fish were being granted for the time being under special credits.

These special credits have now been terminated and the footnote should be deleted.

AUSTRIA

Tariff changes

THE AUSTRIAN Bundesgesetzblatt of April 3, 1964, published a Protocol to the General Agreement on Tariffs and Trade embodying results of the 1960-61 Tariff Conference. The Protocol lists Austrian tariff changes set out in Schedule XXXII which came into effect on March 7, 1964.

Any inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458, 459, 461).

Further liberalization of trade

THE AUSTRIAN INTERNATIONALE Wirtschaft have published a further list of items to be freed from quantitative import restrictions as from June 1, 1964. The liberalization measures apply to all GATT member countries with the exception of Cuba, Czechoslovakia and Japan.

Some seventy tariff positions will be liberalized. These will cover a wide range of goods including those falling under the following broad headings:

Vegetable products, mineral products, chemicals and chemical products, pharmaceuticals, rubber and rubber products, leather articles, flax and ramie, carpets, footwear, head gear, glassware, articles of iron and steel, machinery (electrical and non-electrical), vehicles, toys and miscellaneous manufactured articles.

An official German version of this list of liberalized goods is held in Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757. Ext. 459.)

ITALY

Anti-inflationary measures

THE ITALIAN GOVERNMENT on February 23, 1964 passed a series of decrees designed to stabilise the economy and restore the deficit in the balance of payments. The decrees in their original form have been subsequently amended by Parliament before their passage into law but have been in force since February 23.

They are as follows:

An increase in the **Manufacturing Tax** and corresponding **Frontier Surtax** on certain petroleum products (see *Board of Trade Journal* for May 8, page 1039).

2. Law No. 190 of April 12, 1964 provides for

(a) Special **purchase tax** on motor vehicles, based on the following formula:

$$I = P^2 + 1500\ i^2 + 0.01\ c^2$$

Where I equals the amount of tax payable, P the list price in Italy in tens of thousands of lire, i the dimensions of the car expressed in square metres and c the total cylinder capacity expressed in cubic centimetres. For example a certain car listed at 1,075,000 lire will now carry a purchase tax of 93,725 lire, an increase of 8·729 per cent on the list price. The tax will range between 5 per cent and 15 per cent of the list price in Italy calculated net of I.G.E. (Turnover Tax).

(b) Special **purchase tax** on pleasure boats, mechanically propelled or equipped with an outboard motor, at the rate of 5 per cent on amounts up to 500,000 lire up to 15 per cent for amounts of 3 million lire and upwards. For intermediate amounts, the rate is calculated on the basis of the following formula:

$$a = \frac{P}{25} + 3$$

Where a is the rate of tax, and P the price expressed in tens of thousands of lire.

In neither case (for motor cars or for pleasure boats) is the amount of Turnover Tax (I.G.E.) to be taken into account in calculating the taxable value.

3. **Credit restrictions** are introduced on **certain categories of goods** in a Ministerial Decree published in the Gazzetta Ufficiale of April 21, which came into force on the following day, amending the regulations governing foreign debts and credits. Under the new Regulations payment for imports of the goods listed below must, after April 22, take place within 30 days prior to or after importation:

Tariff Heading	Description
84.15 A	Refrigerating units.
84.40 B	Washing machine with a capacity up to 6 kgs., domestic dryers.
8506	Electro-mechanical domestic appliances.
8507	Electric razors, etc.
8512 A, B, C, D, E, F	Electric heating appliances of all types, electric irons, cookers, etc.
8515 A III	Wireless and television sets.
8522 C IV	Dish washing machines.
8702 A I c	Motor vehicles for passengers.
8709 A, B	Motor cycles, mopeds, scooters.
8901 B I a, B II a	Pleasure craft.
9007	Cameras.
9008	Cine-cameras.
9009	Projectors, etc.
9211	Gramophones, tape recorders, etc.

Inquiries concerning this notice should be addressed to Board of Trade Export Services Branch (Tariff Section) Room E11, Hillgate House, 35, Old Bailey, E.C.4. (Tel.: City 5757. Ext. 450).

IRISH REPUBLIC

Fair Trade Commission

THE IRISH REPUBLIC'S Fair Trade Commission have issued the following notice:

'Restrictive Trade Practices (Groceries) Order, 1956, and Restrictive Trade Practices (Groceries) Order, 1956, (Amendment) Order, 1958.

The Fair Trade Commission, in accordance with their function of keeping under review the operation of Orders made under Section 9 of the Restrictive Trade Practices Act, 1953, invite submissions from interested persons (whether manufacturers, wholesalers, retailers or consumers) regarding the operation of the Restrictive Trade Practices (Groceries) Order, 1956, (Amendment) Order, 1958. Submissions should be made to the Secretary by May 29, 1964.

The Orders apply to grocery goods and provisions, namely, such foodstuffs and household necessaries as are ordinarily sold in grocery and provision shops (excluding flour, wheatenmeal, bread, flour confectionery (other than biscuits), mineral waters, fresh fruit, fresh vegetables, fresh milk and cream).

The address of the Fair Trade Commission is 50 Upper Mount Street, Dublin, 2.

EUROPEAN COMMUNITIES

Translations of EEC and EURATOM Regulations

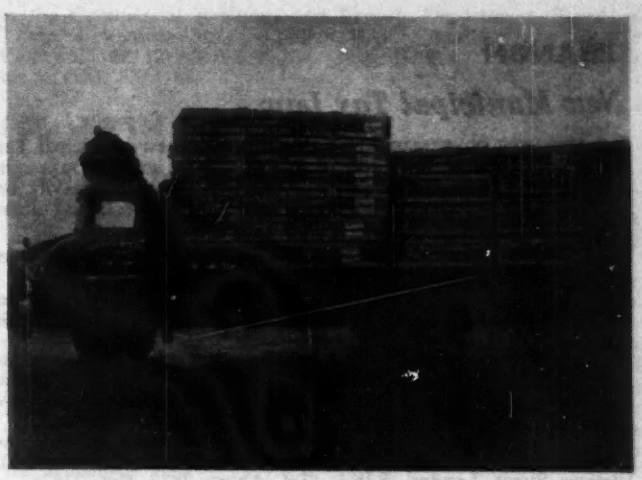
THE FOLLOWING FURTHER translations of EEC and EURATOM Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to H.M. Stationery Office, P.O. Box 569, Cornwall House, London, S.W.1.

EEC

Regulation No. 106/63 Adjusting and fixing sluice-gate prices for pigs and pigmeat products for imports effected between October 1 and December 31, 1963. Price 8d.

Regulation No. 107/63 Laying down or amending the coefficients of equivalence between certain qualities of cereals offered on the world market and the standard of quality in respect of which the threshold price is fixed. Price 8d.

Regulation No. 108/63 Adjusting and laying down for the period October 1 to December 31, 1963, the sluice-gate prices for poultry eggs in shell and live and slaughtered poultry and fixing the levies in relation to third countries for poultry eggs in shell, live poultry not exceeding 185 grammes weight per head and slaughtered poultry. Price 8d.



Following a recent world-wide survey, the first export orders for Formica wood chipboard have been shipped to Reykjavik, Iceland. Specially packed for the trip, this 18-ton shipment of three-layer building board was transported by road to Hull, where it was loaded on board the Icelandic vessel 'Lagarfoss'.

Regulation No. 109/63 Laying down intra-Community levies on poultry eggs in shell imported into France between October 1 and 31, 1963. Price 5d.

Regulation No. 115/63 To amend certain provisions of the Council's Regulation No. 55 on the levy system in respect of processed products derived from cereals. Price 8d.

Regulation No. 117/63 To amend the Commission's Regulation No. 95/63. Price 5d.

Regulation No. 124/63 Amending the Council's Regulation No. 123/63 of November 14, 1963, to reduce the levies in relation to third countries on pigs and certain cuts of pigmeat for imports during December 1963. Price 5d.

Regulation No. 125/63 Embodying a temporary derogation from the common standards of quality for citrus fruit. Price 5d.

Regulation No. 126/63 To amend the Commission's Regulation No. 92. Price 5d.

Regulation No. 128/63 Laying down the supplementary amount applicable to imports from third countries of slaughtered hens and chickens. Price 5d.

EURATOM

Regulation No. 7/63/EURATOM Relating to the rules for the Arbitration Committee provided for in Article 18 of the Treaty setting up the European Atomic Energy Community. Price 1s. 0d.

Regulation No. 9/63/EURATOM Embodying the conditions applicable to remuneration and social security of members of staff of the Joint Nuclear Centre employed in Italy. Price 8d.

NORWAY

Imports from Hong Kong

THE FOLLOWING is a translation of a Norwegian Customs circular concerning imports from Hong Kong:

In accordance with the provisions in force, textile goods falling under Section XI of the Brussels Nomenclature, which on import are stated to be produced in Hong Kong, and for which free-list area treatment is requested, shall be accompanied by a certificate of origin issued by the Department of Commerce and Industry in Hong Kong.

From January 1, 1964, certificates of origin issued by the Hong Kong General Chamber of Commerce and the Federation of Hong Kong Industries will also be accepted.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2305).

LEBANON

New Municipal Tax Law

THE LEBANESE GOVERNMENT has promulgated a new Municipal Tax Law imposing new taxes and increases in some existing taxes. In general the increases have been designed to fall most heavily on luxury buildings, goods and services and on non-essential items such as entertainment.

The most important amendments affecting imports are as follows:

(1) The Customs Administration will collect on behalf of the municipalities a tax of 3.5 per cent on the value of all goods imported by sea and air.

(2) The Administration will collect an additional tax of £L0.30 on each litre of imported beer, £L0.50 on each litre of imported wine, £L2.00, 2.50 and 3.00 respectively on each litre of champagne, whisky and gin, and £L0.10 on each kilo of meat and fish.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

Customs tariff amendments

AMENDMENTS have been made to the Lebanese Customs tariff. The altered items are as follows:

Heading No.	Description of Goods	Rate of duty under the normal tariff
10.5	Maize . . . . . *ad val.*	11%
90.09	Image projectors (other than cinematographic projectors); photographic (other than cinematographic) enlargers and reducers:	
	(a) No change.	
	(b) Apparatus for industrial photography. . . *ad val.*	1%
	(c) Other . . . . . *ad val.*	30%
90.10	Apparatus and equipment of a kind used in photographic or cinematographic laboratories, not falling within any other heading in this Chapter; photocopying apparatus (contact type); spools or reels for films; screens for projectors:	
	(a) No change.	
	(b) Apparatus for industrial photography. . . *ad val.*	1%
	(c) Other . . . . . *ad val.*	30%

All inquiries about this notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

MOROCCO

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of April 8, 1964, published details of modifications to the table of customs duties (*ad valorem*) levied on importation into Morocco. The new rates came into effect on April 13. Details are as follows:

Tariff No.	Description	Tariff	
		General Tariff	Working Tariff
61.02	Women's, girls' and infants' outer garments:		
	A. Of a value less than or equal to 250 dirhams *ad val.*	100	60
	B. Of a value greater than 250 dirhams, it being pointed out that shirt-waisters or blouses which may accompany tailor-made costumes must be reckoned as separate articles, being subject to their relevant scale of duty:		
	(1) Being the object of a normal declaration for home consumption on Form DM3 covering only the said articles, and accompanied by a detailed note indicating the various types of garments imported in terms of their particular unit value:		
	Specific duty per garment, dirhams . .	100	100
	With addition *ad valorem* duty of . . .	100	20
	(2) Otherwise declared, *ad valorem* . . .	100	60

The French text of the notice may be seen at Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

IRAQ

Stamp Duties

LAW NO. 22 of 1964 (Stamp Duty) was published in the Iraq *Official Gazette* No. 929 of March 29, and came into force 30 days from that date.

The law gives rates of stamp duty on a wide range of legal, commercial, official and other documents. Translations have been made of Schedules I, II and III which define the rates of fixed stamp duty, proportional stamp duty and exemptions from stamp duty.

Any inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

IRAN

Further amendments to import/export regulations

A PRELIMINARY NOTICE concerning the Import/Export Regulations for the Iranian year 1343 (March 21, 1964 – March 20, 1965), was published in the *Board of Trade Journal* on April 10, 1964.

The following list gives additional charges from Import Regulations for the Iranian year 1342.

Goods Unauthorized in 1342 now Authorized		Goods Authorized in 1342 now Unauthorized	
Tariff Nos.	Commodity	Tariff Nos.	Commodity
54B-1	Bananas	843-4	Cliche making machine.
54B-2	Coconuts	843-5	Printing machines.
319-A5	Perfumed paper and cardboard.		
658	Small stones decorative material made from ceramics.		
122	Sugar (formerly a Government monopoly), is now permitted for importation with a minimum 15% deposit by the importer, and not 40% as previously published.		

Changes have been made in the rate of Commercial Benefit Tax charged on the following goods:

Slaughtered domestic poultry; fresh liver of poultry; slaughtered game animals and game birds; live fish; bananas; coconuts; bugloss and violet flowers, quince seeds, aloes and wormseed; maltose, lactose and similar sugars; unsweetened fruit juice, not containing alcohol.

Woolgrease; certain other oils of animal origin; acid oils; foods and dregs from oil; residue obtained from oil refineries; fatty acids; lubricating materials, other than grease for motors, machines and transport vehicles.

Antiseptic soaps.

Developed cinematographic film, silent and sound.

Nitrogenous fertilizers.

Bobbins and the like for weaving and spinning; wooden ice-cream spoons; paper pulp; certain kinds of paper and cardboard; catalogues, advertisements and similar publications.

Some fabrics of pure artifical silk and artificial silk mixed with other textiles; jute yarns.

Some sports shoes (imported with the prior approval of the Physical Culture Organisation).

Some kinds of glassware made of blown or pressed glass, unmarked.

Iron and steel; certain plates worked on the surface, pipes and joints, rivets, nuts and bolts, springs, steel milk containers; enamelled bath tubs; some enamelled domestic utensils for hospital use.

Ready-made parts for gas stoves not made of iron or steel; non-electric soldering lamp.

Plain aluminium tape for use in zipper making factories.

Cigarette lighters and certain base metal articles for ornament or personal use.

Aircraft and marine engines; automobile engines.

Ventilation pumps; dry cleaning machinery.

Some refrigerating equipment; some printing equipment.

Electric traffic lights; electric ignition apparatus for starting engines; electric switches, plugs, etc. (excluding high amperage equipment).

Some vehicles and vehicle parts.

Manometers and other measuring apparatus for machines, boilers, furnaces; some watches and clocks; pianos and most musical instruments; some firearms.

Some articles made of celluloid or artificial plastic; brushes in base metals; buttons.

Full details regarding all changes are available from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 or 462), to whom all inquiries relating to this notice should be also addressed.

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF Application List No. 368, published in the Republic of South Africa *Government Gazette* of May 8, states that the Board of Trade and Industries have received the following applications affecting the Republic's Customs Tariff. For increases in duty on:

(1) Plastic heels with detachable top pieces from free of duty to 30 per cent *ad valorem*;

(2) Aluminium paste from free of duty to 30 per cent *ad valorem*;

(3) (a) bedspreads from 15 per cent *ad valorem* to 30 per cent *ad valorem* (intermediate column) and 50 per cent *ad valorem* (maximum column);

(b) Piecegoods (of a kind ordinarily used for bedspreads) complying with the description of 60 inches or more in width, weighing 6 oz. or more per sq. yd. and of a dobby or jacquard weave, from the various rates of duties provided for under tariff items Nos. 76(6)(b)(viii), (xi) and (xxii), 78(6)(c)(ii), 78(6)(d)(x), 78(7)(a)(vi)(B), 78(10), 80(4)(a)(iii) and 80(4)(a)(v)(B) to 30 per cent *ad valorem* (intermediate column) and 50 per cent *ad valorem* (maximum column).

Where British trade organizations are thought to be interested in the above applications they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference (1) CRE 6321/64, (2) CRE 6322/64, (3) (a) CRE 6323/64 and (3) (b) above CRE 6324/64.

SOUTHERN RHODESIA

Customs tariff changes

NOTICE HAS BEEN received of changes in Southern Rhodesian customs duties, with effect from May 1, on foam plastic, fishing nets of man-made fibres and certain iron and steel products.

The Customs and Excise (Suspension) Regulations have also been amended by changes in the suspensions of duty on certain iron or steel rod and angles, and the withdrawal of the duty suspension on certain steel cored welding electrodes, and the Third Schedule (Manufacturers' Rebates) to the Customs and Excise (Industrial Drawbacks and Rebates) Regulations has been amended by the insertion, in that part relating to the match manufacturing industry, of machine glazed blue paper for the manufacture of match boxes and by the insertion of motor spirit in all industries mentioned in the Schedule.

Exporters requiring information on these changes should address their inquiries to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469). Details of the tariff changes affecting foam plastic, fishing nets and iron and steel products will be given in the *Board of Trade Journal* on May 22.

MALAGASY REPUBLIC

Global quotas for the year 1964/65

THE *Journal Officiel* of the Malagasy Republic dated March 21, 1964, published details of the global import quotas for the year ending March 14, 1965. These are given below:

1. List of goods for which quotas are administered by the Department of Economic Affairs, External Trade Service:

Quota No.	Tariff No.	Description	Quotas (in French Francs)
1	04-01 and 02	Milk	60,000
4	22-09-55, 56, 61 and 62	Whisky and gin	110,000
5	17-02-90	Sugar and confectionery	15,000
6	01	Animals on the hoof	1,118,900
	03-02 and 03-03	Fish, crustaceans, molluscs	
	07	Edible vegetables, plants, roots and tubers	
	11-07	Malt	
	12-06	Hops	
	13-03-39	Agar-agar and other natural mucilages and thickeners extracted from vegetable materials	
	Ex 15; 09-04	Fats and oils excepting edible fats and oils; white pepper	
	16-04	Tinned fish	
	21	Miscellaneous edible preparations	
7	24-01	Raw tobacco	2,031,500
	24-02	Manufactured tobacco	506,200
8	25-23	Hydraulic cements	1,000,000
	25-20; 27-01, 02-, 04	Gypsum; coal, lignite and coke	
9	73 except 73-38 74 to 81	Iron, cast-iron and steel, except kitchenware Non-ferrous metals	2,310,000
10	27-09 to 27-16	Petroleum products	35,650,000
11	30	Pharmaceutical products	520,000
	32-05	Colouring matters	
	38-11	Insecticides	
12	39	Plastics materials	200,000
13	40	Rubber, tyres, inner-tubes, etc.	700,000
14	28, 29, 31	Inorganic and organic chemical products, fertilizers	610,000
	32 except 32-05, 34-02-09	Tanning extracts except colouring matters, organic surface-active agents	
	34-07, 37-02, 37-04 and 37-07	Dental wax, sensitized unexposed film, sensitized exposed film	
	38 except 38-11	Miscellaneous products of the chemical industry except insecticides	
	36-06	Matches	970,000
15 and 16	55-07 to 09 except 55-09-17	Woven fabrics of cotton, except unbleached, weighing less than 500 grammes per sq. metre	1,600,000
	56-07, 62-01	Synthetic and artificial fibres (discontinuous), blankets and travelling rugs	
19	73-38, 82	Domestic and sanitaryware, tools and cutlery	315,000
	83 except 83-07-01	Miscellaneous articles of base metals except storm lanterns	
20	84-15	Refrigerators and refrigerating equipment, electrical or other	1,560,000
	84-41, 84-51 to 55	Industrial sewing machines; calculating machines and similar, with parts	
	Ex 84; Ex 85	Other consumer goods from Chapter 84; other consumer goods (electrical apparatus) from Chapter 85	
21	Ex 84	Non-electrical machinery and mechanical appliances	10,500,000
	Ex 85	Electrical machinery and mechanical appliances	
	86, 88, 89	Railway equipment, aircraft and flying equipment, ships, boats and floating structures	
	Ex 90	Optical, measuring, checking, precision, medical and surgical instruments and apparatus	
	94-02	Medical and surgical furniture	
	87-01-01, 11 and 51	Tractors other than those mentioned below	1,950,000
	87-01-21 and 22	Track-laying tractors	
	87-01-31, 39 and 40	Wheeled tractors	
	87-02-05, 06, 08	Motor vehicles for the transport of persons	303,000
	87-04-21	Chassis fitted with engines for passenger-carrying motor vehicles	
	87-02-12, 13 and 14; 87-03	Goods-carrying vehicles; special-purpose vehicles	1,600,000
	87-04-29; Ex 87-14	Chassis other than those for passenger-carrying vehicles; trailers	
	87-05 and 87-06	Car bodies, chassis, and spare parts for vehicles included in tariff Nos. 87-01 to 87-03 inclusive	2,300,000
23	87-09 to 87-13	Cycles, motor-cycles and spare parts	266,000
	05	Products of animal origin, n.e.s.	9,725,000
	41; 44-03, 04 and 05	Skids and hides; wood in the rough, roughly squared, sawn, sliced, etc.	
	48	Paper and paper-board and products therefrom	
	49	Books, newspapers, periodicals, illustrated publications	
24	51 except 51-04; 55-05 and 06	Synthetic or artificial textiles (continuous); cotton yarn and thread	76,200
	56-05 and 06	Yarn of man-made fibres (discontinuous or waste) not for retail sale	
	57-03	Jute, raw or processed, but not spun	
	64	Footwear	
	65-01 and 02	Hats, hat-shapes and bodies	
	70	Glass and glassware	
	96	Brushware	
	69 except 69-11, 12 and 13	Other ceramic products, except ceramic vessels, and kitchenware	260,000
	50	Silk	
	51-04	Synthetic or artificial woven fabrics, continuous (including woven fabrics of monofil or strips of tariff heading 51-01 or 51-02)	
	53	Wool, animal and horse hair	
	54	Flax and ramie	

Continued on next page

MALAGASY continued

2. List of goods for which quotas are administered by the Provincial Departments of Economic Affairs:

A. General goods.

Quota No.	Tariff No.	Description	Quota Values (French Francs) 100%	Diego-Suarez 10%	Fianarantsoa 19%	Majunga 13%	Tamatave 18%	Tananarive 30%	Tulear 10%
1	04-01 to 04-04	Dairy produce, butter, cheese, milk	1,120,000	112,000	212,800	145,600	201,600	336,000	112,000
3	22-03	Beers	300,000	30,000	57,000	39,000	54,000	90,000	30,000
4	22-05	Ordinary and sparkling wines; liqueur wines							
	22-08 and 09, except 22-09-55, 56, 61 and 62	Alcohols and liqueurs other than whiskies and gins	550,000	55,500	105,450	72,150	99,900	166,500	55,500
	22-09-55, 61 and 62	Whisky and gin							
5	17, except 17-01	Other sugars and confectionery							
	18	Cocoa and cocoa preparations	115,000	11,500	21,850	14,950	20,700	34,500	11,500
	19	Preparations of cereals							
	04-05 and 04-06; 09-02	Eggs and honey; tea							
	09-03 to 10	Mate and spices	775,000	77,500	147,250	100,750	139,500	232,500	77,500
	Ex 15	Fats and oils, excepting edible oils							
6	16	Meat, fish and crustaceans preparations, etc.							
	20	Preparations of vegetables, fruit, or other parts of plants	400,000*	40,000	76,000	52,000	72,000	120,000	40,000
	21	Miscellaneous food preparations							
9	73, except 73-38	Iron, cast iron, steel, except kitchenware	1,040,00	104,000	197,600	135,200	187,200	312,000	104,000
	74 to 81	Non-ferrous metals							
12	39	Plastics materials	150,000	15,000	28,500	19,500	27,000	45,000	15,000
14	34-04	Polishing waxes and creams for shoes, metal polishes							
	34-07	Modelling clays/pastes							
	37, except 37-04 and 37-07	Photographic and cinematographic products	125,000	12,500	23,750	16,250	22,500	37,500	12,500
	35	Albumenoidal substances and glues							
	36, except 36-06	Explosives and explosive powders, except matches							
17 and 18	60, 61, 62-04	Knitted and crochetted goods, clothing and accessories, tarpaulins, sails, blinds, tents and camping goods	345,000	34,500	65,550	44,850	62,100	103,500	34,500
19	73-38, 82	Domestic ware, tools and cutlery	1,935,000	193,500	367,650	251,550	348,300	580 500	193,500
	83	Miscellaneous products in common metals							
20	84-11, 84-93	Ventilators							
	84-12, 84-13, 84-15, 84-17, 09 21, 30, 40 and 41	Domestic refrigeration, air-conditioning and heating apparatus; domestic sewing machines with spares							
	84-51 to 55, Ex 90-10	Typewriters, calculating machines, cash registers, duplicating machines, photocopy machines and spares							
	Ex 84	Other consumer goods from Chapter 84							
	85-06, 07, 10 and 12; 85-03	Domestic electrical apparatus; batteries	5,260,000	526,000	999,400	683,800	946,800	1,548,000	526,000
	85-15; Ex 85	Domestic radio apparatus and spares; other electrical consumer goods of Chapter 85							
	90-01 to 90-05	Lenses, spectacles, spectacle frames, binoculars							
	90-07 to 90-09	Photographic and cinematographic apparatus							
	Ex 90; 91	Other consumer goods of Chapter 90; watches and clocks							
	93	Arms and munitions except those for military use							
24	13, except 13-03-39	Raw vegetable materials for use in dyeing or tanning							
	14	Vegetable plaiting and carving materials							
	23	Residues and wastes from food industries, prepared animal fodder							
	42, 44	Leather goods, etc.; wood and wood articles, except tropical essences							
	46, 48	Esparto and wicker-work, paper and paperboard and products thereof							
	51 except 51-03 and 51-04; 55-06	Man-made fibres, continuous, except yarn of man-made fibres, continuous, put up for retail sale, and woven fabrics; cotton yarn for retail sale	6,032,800	603,280	1,146,232	784,264	1,085,904	1,809,840	603,280
	58; 59	Carpets, tapestries, mats, velours, etc.; waddings and felts, etc.							
	62, except 62-01, 03 and 04	Other made-up textile articles except blankets, jute bags, sails, blinds, etc.							
	64; 66; 67; 68	Footwear; umbrellas; feathers and down; articles of stone, etc.							
	69-11, 12 and 13	Table crockery, and domestic ware in porcelain, and other ceramic media							
	70; 71; 92	Glass and glassware; pearls, etc.; musical instruments							
	94 except 94-02 96	Furniture and beds, except medical and surgical furniture; brushware, artists' brushes, brooms, feather dusters							
	97; 98	Toys, games, sportsware; miscellaneous goods							
	69, except 69-11, 12, 13	Other ceramic products except tableware and domestic ware	655,000	65,500	124,450	85,150	117,900	196,500	65,500
	50	Silk							
	51-04	Synthetic or artificial, continuous, textiles	810,000	81,000	153,900	105,300	145,800	243,000	81,000
	53	Wool and other animal hair							
	54	Flax and ramie							
B. Fabrics			100%	10%	16%	13%	15%	26%	20%
15 and 16	55-07 to 55-09	Cotton woven fabrics, except unbleached, weighing less than							
	55-09-17	500 grammes per square metre	11,825,000	1,182,500	1,892,000	1,537,250	1,773,750	3,074,500	2,365,000
	56-07	Synthetic and artificial fibres, discontinuous							
	62-01	Blankets and travelling rugs	400,000	40,000	64,000	52,000	60,000	104,000	80,000

* Reserved for allocation in commercial agreements.

1. Applications for quotas were to be made from April 7 to May 4, 1964.
2. The following conditions apply to List 2 above:

In each Province the use of global quotas for the undernoted commodities from Far Eastern countries may not exceed the percentages shown:

Quotas No. 15 and 16:	Various fabrics	35%
	Knitted and crochetted goods and clothing	40%
Quota No. 19:	Enamelled kitchenware, utensils and cutlery, and various articles of Chapter 83	50%
No. 20:	Radio sets from all sources	10%
	Watches and clocks from all sources	7·9%
Quota No. 24:	Footwear from all sources	3%
	Umbrellas from all sources	3%

The French text of the notice may be seen at Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

IVORY COAST REPUBLIC

Global import quotas January—June, 1964

IT HAS BEEN ANNOUNCED in Abidjan that the following quotas have been opened for the import of goods from all countries for the first half of this year:

(Rate of exchange: £1 = 691 francs CFA.)

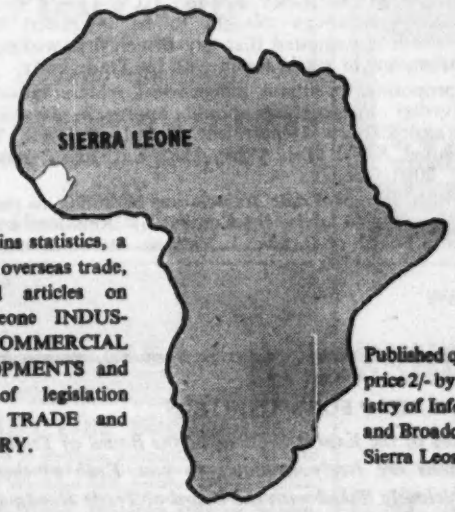
Description	Values ('000 francs CFA)
Various drinks except beers	80,000
Wine in bulk	10,000
Other sugars and confectionery	1,000
Fresh fruit and vegetables	25,000
Foodstuffs (other products)	25,000
Tobacco	50,000
Mineral and metal products	20,000
Pharmaceuticals, colouring matters and insecticides	10,000
Plastics materials	10,000
Chemical products	10,000
Printed cotton fabrics	270,000
Wax prints	90,000
Hosiery and knitted goods, clothing, second-hand clothing	15,000
Kitchen and household ware, tool and cutlery	100,000
Air conditioners and refrigerators	40,000
Office machinery	20,000
Domestic radio equipment	15,000
Photographic equipment	5,000
Watches and clocks	3,000
Other mechanical and electrical equipment	25,000
Cycles and motorcycles	5,000
Miscellaneous	50,000

A further quota of 25,000,000 francs CFA for outboard motors for pleasure boats is to be opened later. This quota covers both the global and EEC countries allocation.

Global quotas for the following products will also be unfrozen at a later date: milk, butter, cheese, cereals, beer, salt, cement, plain woven fabrics and jute bags.

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

Sierra Leone Trade Journal



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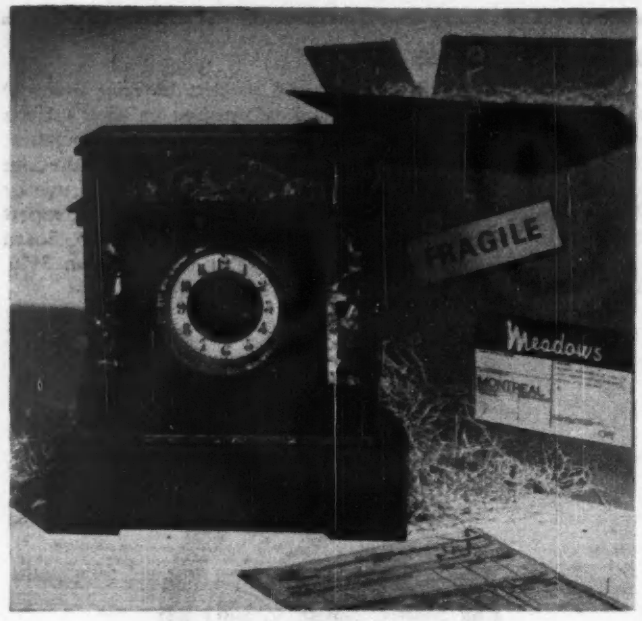

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TANGANYIKA

Customs tariff changes

THE CUSTOMS TARIFF (Imposition of Suspended Duty) (Round bars and rods for concrete reinforcing) Order, 1964, published in the Tanganyika *Gazette* May 1, as Government Notice No. 241, imposes with effect from that date, the suspended duty of 17½ per cent as provided for in the tariff item 58 (that is the suspended duty on round bars and rods for concrete reinforcing ¼ inch to 1¼ inch diameter).

NEW ZEALAND

Customs tariff review on some machinery

THE NEW ZEALAND Ministry of Customs has announced that it intends to review the decisions of the Minister approving the admission of certain machinery under Item 352 of the former Tariff (although the new Tariff came into force on July 1, 1962, provision was made for the continuation of these concessoions until June 30, 1964).

The Minister has now decided that machinery approved under Item 352 which is subject to the same or lower rates of duty in the present Tariff will revert to the substantive items from May 28, 1964.

Anyone wishing to make representations for or against any of the remaining machinery being approved for further concessionary entry under the present Tariff (Part II, Items 10.1 and 10.2) should do so in writing to the Comptroller of Customs, Wellington, on or before May 28, 1964, clearly marking submissions '352 review' and quoting the relevant decision in full. Separate submissions should be made under each decision reference.

Items from the following classes of goods are covered by this review:

Winches, cranes, capstans and hoists:
Blocks, chain, including chain block sets, geared or differential.
Woollen mill and hosiery mill machinery and equipment:
Various items.

Further details of the items concerned and details of the substative tariff rates can be seen at Room E54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Trade Associations thought to be interested have been informed and it is suggested that any British firm wishing to make representations might get in touch with its Trade body.

Firms proposing to submit independent representations and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2320), quoting reference CRE 8080/G.

Any British firm or Trade Association intending to make representations is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.

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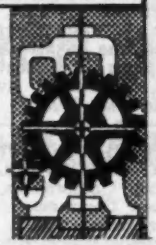

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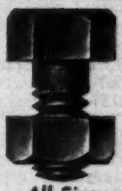

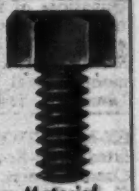

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EAST INDIA MERCHANTS, established 100 years, desire expand export department by acquiring small export company requiring capital. Box M.10003, *Board of Trade Journal*, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1.

THE METAL PERFORATORS J. & F. POOL LTD. invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel.: Hayle 3213. Telex 45286.

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AUSTRALIA

Revision of customs by-laws

THE AUSTRALIAN DEPARTMENT of Customs and Excise have announced changes in the By-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
PAPER AND PAPERBOARD in rolls or sheets, otherwise classifiable under Tariff Item 335 or 336, viz.: Tracing paper, otherwise classifiable under Tariff Item 335, *except* for Tariff Item 335 (C) (2) or 335 (F) (1)	449 (A) (1)	Free

Cancelled by-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ELECTRICAL: Measuring or checking instruments and apparatus: Potentiometers	181 (M) (2)	35% *ad val.*
MISCELLANEOUS MACHINES AND APPLIANCES, viz.: Dictating machines	319 (B) (2)	Free

MALAYSIA (SINGAPORE)

Import of monosodium glutamate

THE *Board of Trade Journal* have received a copy of Notice to Singapore Importers, No. 179, which announced that with effect from May 1, 1964, import licences for monosodium glutamate will be issued for quantities to the extent of 50 per cent of an importers current monthly quota.

Details of the import restrictions on monosodium glutamate were published in the *Board of Trade Journal* of February 1, 1963 (page 281).

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	10 Jan. 1964
Business names registered (A)	7 Feb. 1964
Capital expenditure:	
By industry – provisional (Q)	6 Mar. 1964
– final (Q)	10 April 1964
Distributive and service trades (A)	27 Dec. 1963
Expected capital expenditure (6-M)	17 Jan. 1964
Cars and commercial vehicles (M)	1 May 1964
Catering trades turnover (M)	17 April 1964
Chemical industries production (6-M)	This week
Companies:	
Income and finance (Q)	1 May 1964
New companies registered (M)	1 May 1964
Property companies (A)	20 Dec. 1963
Engineering and electrical goods:	
Deliveries of certain products (Q)	27 Mar. 1964
Production, exports and orders (M)	1 May 1964
Film industry:	
British film fund agency returns (M)	1 May 1964
Cinema admissions and takings (M)	8 May 1964
Registrations of films (A)	28 Feb. 1964
Trends in film going (A)	1 Mar. 1963
Foreign trade:	
Commonwealth trade (A)	28 June 1963
Sterling area trade summary (Q)	14 Feb. 1964
Trends in exports of manufactures (A)	27 Sept. 1963
World trade and production (Q)	17 April 1964
Foreign trade of the U.K.:	
Trade by air (6-M)	15 Nov. 1963
Unit value and volume index nos. (M)	8 May 1964
Value of overseas trade (M)	1 May 1964
Gold and dollar reserves (M)	8 May 1964
Hire purchase:	
Assets and liabilities of HP companies (Q)	6 Mar. 1964
Business (M)	This week
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Provisional figures (Q)	24 April 1964
Industrial production:	
Census, first results (A)	27 Dec. 1963
Index nos. (M)	1 May 1964
N. Ireland index (M)	27 Mar. 1964
Insurance companies:	
Assets (A)	19 July 1963
Transactions (Q)	27 Mar. 1964
Investments and earnings overseas (A)	15 Nov. 1963
Passenger movement to and from UK (Q)	3 April 1964
Pension funds:	
Assets (A)	26 July 1963
Transactions (Q)	3 April 1964
Retail prices index (M)	24 April 1964
Retail trade:	
Index nos. (M)	This week
N. Ireland index (M)	1 May 1964
Shipping movement at UK ports (Q)	17 April 1964
Stocks:	
Manufacturers and distributors (Q)	10 April 1964
Retail (M)	17 April 1964
Textiles:	
Clothing and textile orders and deliveries (M)	17 April 1964
Man-made fibres production (M)	8 May 1964
Wholesale houses sales (M)	17 April 1964
Wool and cotton output (M)	17 April 1964
Tourist traffic (M)	8 May 1964
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1964
Index nos. (M)	This week

Board of Trade Departments, etc. *Subject*	*Last published*
British Commercial Representatives Overseas	24 April 1964
Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organizations	24 April 1964
ECGD Local Offices	31 Jan. 1964
British and Commonwealth Chamber of Commerce and other British Business Organizations Overseas	24 April 1964
United States Consular Offices in the UK	21 July 1961

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